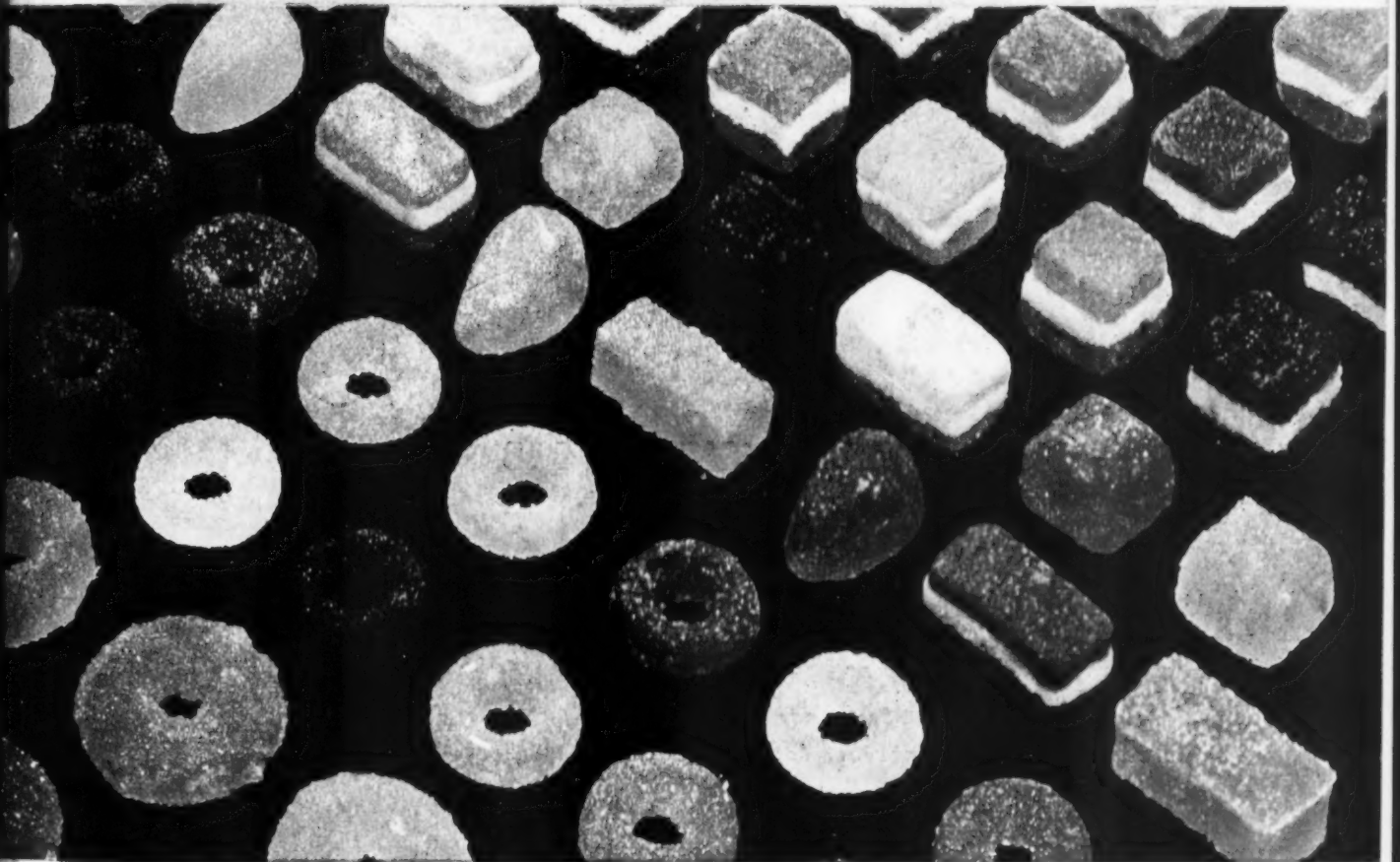


25th Anniversary Number

JUNE, 1946

MANUFACTURING CONFECTIONER

PIONEER SPECIALIZED PUBLICATION FOR CONFECTIONERY MANUFACTURERS



1921-1946

THE MANUFACTURING CONFECTIONER PUBLISHING COMPANY, CHICAGO, ILL.

THE MANUFACTURING CONFECTIONER PUBLISHING COMPANY, CHICAGO, ILL.

CHICAGO, ILL. 60601

CONFECTIONERY

CHICAGO, ILL. 60601

Excellent Picking



FELTON FLAVOR-FUL STRAWBERRY #443

Pick Imitation Strawberry Flavor #443 and you have the finest there is.

FOR HARD CANDY:

Felco Super Concentrate Imitation Strawberry #443—\$16.00 gal.

FOR CREAM CENTERS, BAR GOODS, etc.:

Felco Concentrated Soluble Imitation Strawberry #443—\$12.00 gal.

*There's a FELTON FLAVOR for every kind of candy—
Tested in the batch, perfect for the purpose.*

Write for Samples and Quotations Today



FELTON CHEMICAL CO., INC.

599 JOHNSON AVENUE, BROOKLYN 6, N. Y.

BRANCHES IN BOSTON • DALLAS • PHILADELPHIA • SAN FRANCISCO • LOS ANGELES
ST. LOUIS • CHICAGO • MONTREAL • TORONTO • VANCOUVER • WINDSOR

MANUFACTURERS OF FLAVORS, ESSENTIAL OILS, AND AROMATIC CHEMICALS

**MEET US
AT THE
CONFECTIONERY
INDUSTRIES EXPOSITION**

PUBLIC LIBRARY

JUN 21 1946

DETROIT

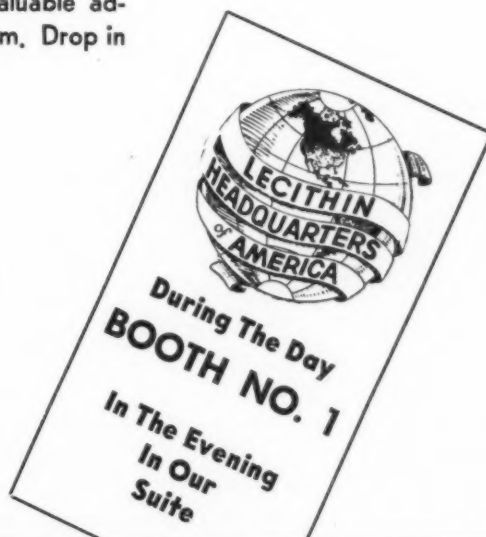
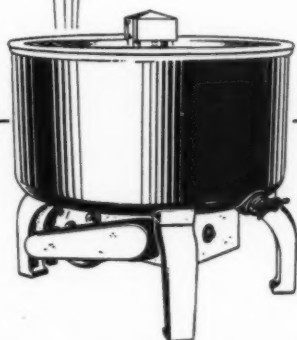
*A Big Event
of Business Building*

Let's get down to a serious application of the advancements in refinement of products, new processes and formulas — (which the war-time years have either developed or restrained)—to our post-war business building.

We will present some striking revelations in improved products and new processes which should prove to be valuable adjuncts to YOUR post-war program. Drop in on us at the EXPOSITION.

*The Whole R & R Gang
will be there to
greet you*

ED ROWE
PETE SCHLESINGER
JIM LYNCH
OSCAR STOUT
JIM BOOKER



ROSS & ROWE, INC.

75 Varick Street
NEW YORK, N. Y.

Wrigley Bldg.
CHICAGO ILL.

Sole Selling Agents for
AMERICAN LECITHIN COMPANY

THERE'S A DIFFERENCE in Raspberry FLAVORS

For Creams and Fondants:

FRITZBRO FRUITBASE RASPBERRY IMITATION
FRITZBRO AROME RASPBERRY IMITATION

For Hard Candies and Jellies:

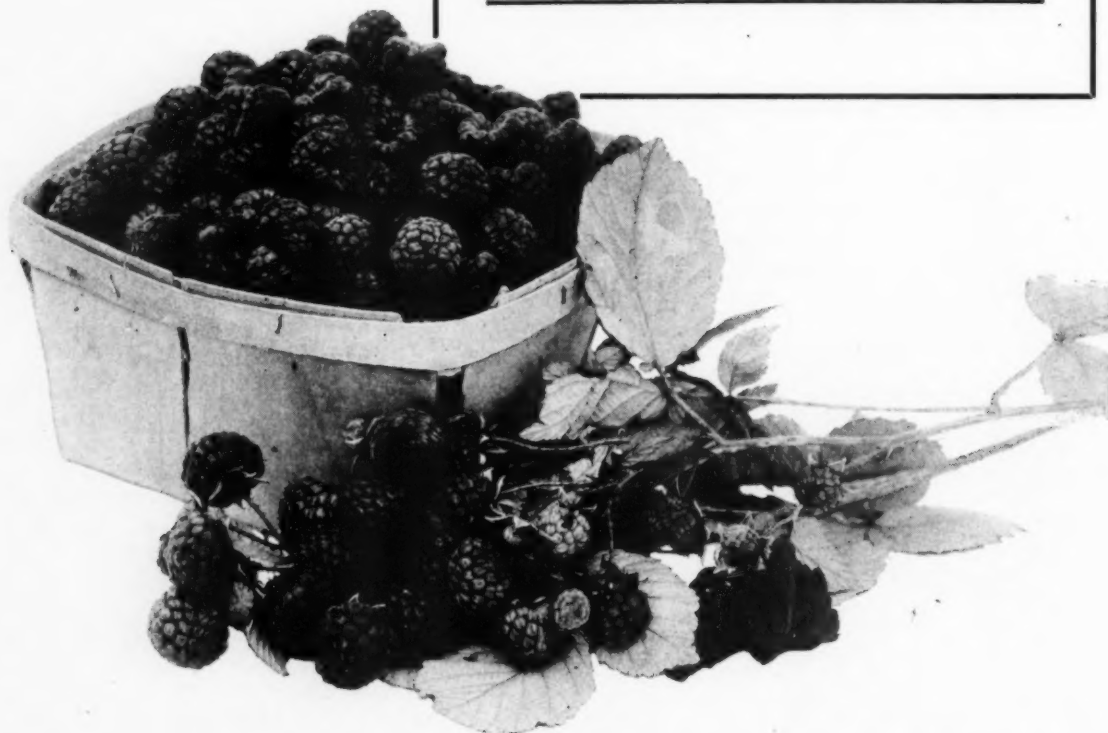
FRITZBRO HARD CANDY FLAVOR IMITATION RASPBERRY
EKOMO FLAVOR IMITATION RASPBERRY
FRITZBRO SUPERAROME IMITATION RASPBERRY
OIL SOLUBLE RASPBERRY IMITATION No. 11978
OIL SOLUBLE RASPBERRY IMITATION No. 13205
... and OTHERS

... And it's a mighty big difference, too, especially when you consider what that difference means to you in *repeat* sales ... when the satisfied customers who have tried your FRITZSCHE FLAVORED confections come back for more! Then you'll appreciate the difference in *quality*, the difference in *taste* and the difference in *final cost* that have made Fritzsche's popular, true-to-type Raspberry Flavors such favorites among the makers of fine confections. Let us prove their superior qualities by sending you, free of charge, a practical test sample for trial and comparison.

FRITZSCHE BROTHERS, Inc.

PORT AUTHORITY COMMERCE BLDG., 76 NINTH AVENUE, NEW YORK 11, N. Y.

BOSTON CHICAGO LOS ANGELES ST. LOUIS TORONTO, CANADA MEXICO, D. F.
FACTORIES AT ELIPTON, N. J. AND BRILLANS (VARE) FRANCE



The Manufacturing Confectioner

VOLUME XXVI, NO. 6

JUNE, 1946

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Read Wherever Candy Is Made

FOUNDER
EARL R. ALLURED

PUBLISHER & EDITOR
P. W. Allured

MANAGING EDITOR
Edgar P. Mercer

ASSOCIATE EDITOR
Clyde C. Hall

CLINIC SUPERINTENDENT
Eric Lehman

EDITORIAL STAFF
NEW YORK
Adelaide Wonsetler

EASTERN MANAGER
William C. Copp

WESTERN ADVERTISING MANAGER
Edgar E. Hinkle

ENGLISH REPRESENTATIVE
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Hove, Sussex



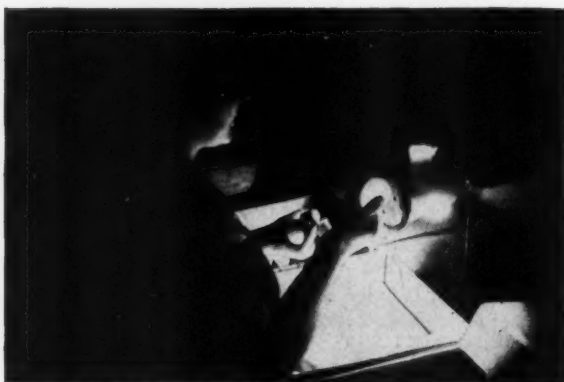
Pioneer Specialized Publication
For Confectionery Manufacturers
Plant Management, Production
Methods, Materials, Equipment,
Purchasing, Sales, Merchandising.

Published Monthly on the 15th by The Manufacturing Confectioner Publishing Company, publishers of The Manufacturing Confectioner—The Blue Book—The Candy Buyers' Directory—Candy Merchandising. Executive offices: 400 West Madison Street, (Daily News Bldg.), Chicago 6, Illinois. Telephone FRanklin 6369. Eastern Office: 303 West 42nd Street, New York City 18, N. Y., Telephone CLircle 6-6466. Publication Office: Pontiac, Illinois. Copyright, 1946, Prudence W. Allured. All rights reserved. Subscription Price: One Year \$3.00. Two Years, \$5.00. Per Copy, 35c. In ordering change of address, give both old and new address. Entered as Second Class Matter at the Post Office at Pontiac, Illinois, under the Act of March 3, 1879..



Why Cloverbloom Powdered Fresh Egg Whites make candies smoother, whiter, creamier . . . every time!

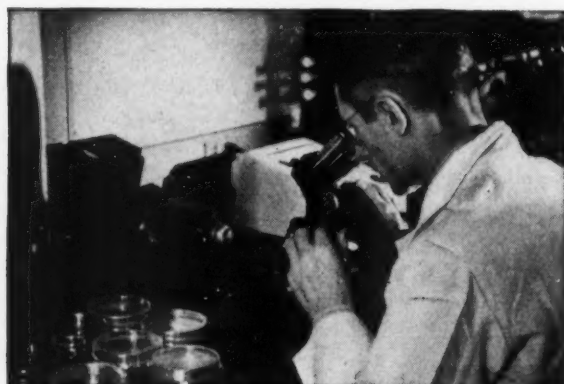
1. Only Breakfast-fresh Eggs Used! In the spring of the year, when eggs are finest, Armour selects 100% fresh, pure, shell eggs for Cloverbloom Powdered Fresh Egg Whites. Careful, speedy handling preserves all that country-freshness right to you.



2. Carefully Inspected for Quality! Expert candlers make sure that the pre-cooled eggs meet Armour's rigid specifications for the Cloverbloom label. Every egg must have firm thick white . . . well centered yolk . . . be free from all imperfections.



3. Double Checked for Freshness and Purity! All eggs are carefully inspected for appearance and freshness as they are broken by skilled workers in sanitary air-conditioned rooms. Then they are clarified to remove any trace of grit, shell or fibre.



4. Scientifically Tested for Uniformity! Every batch of egg whites must pass rigid scientific tests. These tests insure the purity, fine flavor . . . the greater whipping volume *plus* the greater stability of Cloverbloom Powdered Fresh Egg Whites.



5. Guesswork Eliminated! As soon as egg whites leave the churn they are spray-dried to preserve all the fresh egg qualities. Cloverbloom Powdered Fresh Egg Whites are always uniform . . . never spoil . . . help give your candies a plus in sales-appeal.

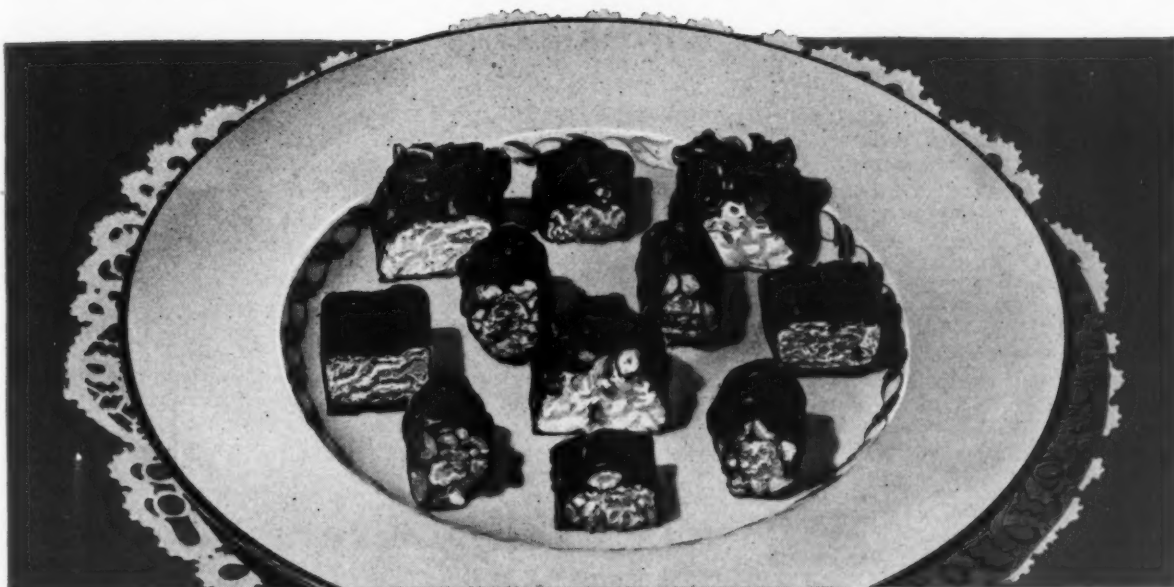
MAKE YOUR NEXT CONTRACT WITH ARMOUR

*Cloverbloom Frozen whole eggs, whites, sugared and 45% solids
dark color yolks; spray-powdered whole eggs, whites and yolks.*

UNION STOCK YARDS, CHICAGO 9, ILLINOIS

ARMOUR Creameries

THE MANUFACTURING CONFECTIONER



INCREASE the richness of your candy—DECREASE cost

With Staley's Soy Flour

1. Adds richness
2. Reduces cost
3. Increases shelf life
4. Aids in the emulsification of fats
5. Improves texture
6. Increases production
7. Increases nutritional value

Progressive confectioners throughout the country are finding that Staley's modern soy flour offers them a combination of important advantages not found in any other candy ingredient. If you haven't tried this outstanding product as an added ingredient in your formulas, you undoubtedly will be interested in learning all the details regarding it.

Send in the coupon below for complete information on Staley's Soy Flour in candy making.

A. E. STALEY MFG. CO.
Industrial Sales Division, Decatur, Illinois
STALEY'S HI-FAT SOY FLOUR ★ STALEY'S LO-FAT SOY FLOUR
Canadian Representative:
James L. Doig, 6876 Sherbrooke Street West, Montreal 28, Quebec, Canada

A. E. Staley Mfg. Co., Dept. MC-6
Decatur, Illinois

Gentlemen: Kindly send me further information
on the following uses of soy flour in candy making:

.....

Name.....

Address.....

City.....Zone.....State.....

25 YEARS OF SERVICE . . . 1921-1946

—Mrs. P. W. Allured, Pub. & Ed.:

"I am sure that the candy industry recognizes that during the past 25 years the monthly edition of THE MANUFACTURING CONFECTIONER has been an important contribution to the enlightenment of this industry. Upon the occasion of this Silver Anniversary, I commend you and your entire staff for a job well done and extend my best wishes for continued success in the future."

—PHILIP P. GOTT, President, NCA.

"We pioneered this idea of an industrial type of publication for the confectionery industry—a specialized publishing service for manufacturing confectioners exclusively.

"And by confining its editorial scope and circulation exclusively to this manufacturing field, we consequently limit our potential advertisers only to the equipment and supply firms who are interested in selling to manufacturing confectioners. (This policy is necessary to make this magazine completely devoted to the interests of the manufacturer.)

"THE MANUFACTURING CONFECTIONER, therefore, has a high calling—a responsibility for exerting a constructive, elevating influence helping the confectionery industry to accept today's challenge in the new industrial competition.

"We want this specialized business paper to be always, as it has been since its inception, a vital factor in the progress of the confectionery industry and a powerful ally in the sales promotion plans of its legitimate suppliers."—EARL R. ALLURED, Founder.

This restatement of the aims, policy and plans of THE MANUFACTURING CONFECTIONER was made by Mr. Allured in 1928, seven years after the founding of this publication. Since it covers completely the ultimate aims which we still hold, we feel that the restatement of it now, on our 25th anniversary, is appropriate.

THE MANUFACTURING CONFECTIONER is something more than just so much paper and printer's ink—it is an institution—a personality with ideals and with carefully defined objectives. It is an industry service.

The "M. C." Candy Clinic has done inestimable good for candy quality by its policy of impartial selection and discussion of various types of candy. Many companies have sent in their goods to be analyzed and have then based improvements and changes on suggestions offered.

Prior to the war and now that the war has ended, a quarterly "M. C." Candy Packaging Clinic has been held, based on the same principles as the Candy Clinic, but conducted by four or five members of the candy and packaging industries.

These are only two of the services offered to the industry, but they are examples of the type of service and the ingrained sense of responsibility which we hold to our readers.

One of the most gratifying results is the receipt of letters from readers expressing their satisfaction with the publication. But the greatest source of satisfaction of all to a publisher is to know that readers continue to get the magazine year after year, and to see the circulation grow. THE MANUFACTURING CONFECTIONER's circulation has grown to over 2,100 paid subscriptions and almost 85% of the readers renew their subscriptions.

A new subscription is a "vote of confidence" in the magazine and its editorial policies, we feel. A renewal subscription is as satisfying to a publisher as the U. S. Navy's "Well Done" is to its personnel.

Because candy manufacturers have expected to find only information of interest to them in their own specialized industrial publication, they naturally turn first to THE MANUFACTURING CONFECTIONER—the nucleus of the first and only specialized publishing service for the manufacturing interests of the confectionery industry.

Therefore, when it became advisable to reach into other branches of the industry and to render other services to the industry, it was only natural that we expanded our services rather than to attempt to incorporate these other services into THE MANUFACTURING CONFECTIONER.

This has meant a constantly growing publishing program for us, with the production of such companion publications as CANDY MERCHANDISING (devoted to the problems and interests of volume candy buyers); CANDY BUYERS' DIRECTORY (a directory of candy manufacturers of volume candy buyers); THE BLUE BOOK (a supply field firms directory indexed under packaging supplies, raw materials, and equipment, for the manufacturer); CANDY EQUIPMENT PREVIEW (a quarterly insert in THE MANUFACTURING CONFECTIONER, containing editorial material and advertising concerning all types of equipment); and CANDY PACKAGING (a quarterly insert in THE MANUFACTURING CONFECTIONER, containing editorial and advertising material concerning all types of packaging supplies). Each of the latter two quarterlies are reprinted as separate supplements and sent to key men.

In addition to the expansion in services listed above, we have become members of the Associated Business Papers association, (an organization with standards that guarantee editorial excellency); of the Audit Bureau of Circulations (an organization which audits our circulation reports, guaranteeing the accuracy of our figures); and in the Controlled Circulation Audit for CANDY MERCHANDISING and THE CANDY BUYERS' DIRECTORY (an organization guaranteeing our circulation figures on those magazines).

New and improved ingredients, modern equipment, all tend to improved quality and quantity of production. Better methods of handling the manufactured product through the use of air conditioning, a more intelligent approach to marketing methods through such studies as the NCA Detroit survey, and the work that is being done by the NCA distribution committees are possible. The organization of a National Candy Wholesalers' Association will lend the weight of its support to improved marketing conditions.

Even as we are celebrating our own Silver Anniversary, we can look into our "crystal ball" and foresee tremendous possibilities of improvement in the Industry itself and in its position among other food products. Our far ranging service men and women have carried the desire for good American candy to the far corners of the world. As THE MANUFACTURING CONFECTIONER looks forward to its celebration of a Golden Anniversary, 25 years from now, it looks to the extension of its position of leadership in the striving toward the goals so forcefully expressed when it was founded in 1921!

P. W. ALLURED, Publisher

What A New Advertiser Thinks About The MANUFACTURING CONFECTIONER

KENMER PRODUCTS

30 N. LA SALLE STREET
Chicago 2, Ill.

ANDover 3204

May 24, 1946.

The MANUFACTURING CONFECTIONER is the *only* magazine in the industry that is devoted entirely to the problems of the candy manufacturer. It is the *only* magazine that accepts supply field or distribution outlet advertising *only*. This means that advertisers get a specialized circulation and specialized readership because all editorial material is slanted at the manufacturer.

Mrs. Prudence W. Allured.
The Manufacturing Confectioner.
400 West Madison St.
Chicago 6, Ill.

Dear Mrs. Allured:

As you know, we are a comparatively new advertiser in *The Manufacturing Confectioner*, in fact our first ad on the Instant and Continuous Fondant Machine ran in the January 1946 issue, and we have continued to advertise in each of the following issues.

It is indeed a pleasure for me, to tell you Mrs. Allured, that the results from these ads have been far above our actual expectations. We so far have had response from every part of the United States and Canada, also from Argentina, Australia, Cuba, Capetown Africa, London England, Norway and Sweden.

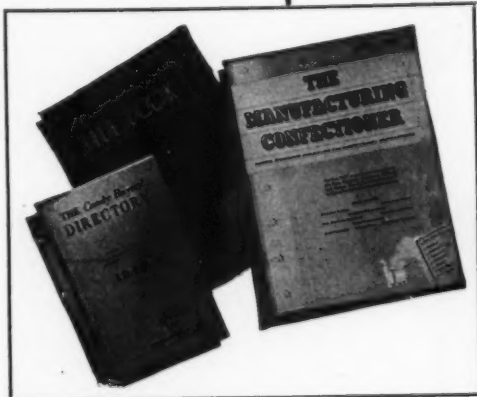
From this, we can very readily see that *The Manufacturing Confectioner* covers a very large territory, and has good reader interest.

We understand that you are soon going to celebrate the 25th Anniversary of *Manufacturing Confectioner* and we wish to extend our Sincere Congratulations and wish you the best of everything in the many years ahead.

Sincerely yours,

C. Bonheimer.

CB:bc



A Complete Publishing Service

Write, Wire, or Call Franklin 6369

The MANUFACTURING CONFECTIONER

400 W. Madison St., Chicago 6

303 W. 42nd St., New York 18

Leaders of NCA



PRESIDENT Philip F. Gott



SECRETARY - TREASURER Arthur L. Stang formerly with Cracker Jack Co., Chicago.



DIRECTORS W. E. Brock, Jr., (above) Brock Candy Co., Chattanooga, Tenn.; T. A. White (below), Sierra Candy Co., Inc., San Francisco.



VICE-PRESIDENT Herman L. Hoops, Hawley & Hoops, of New York City.



DIRECTOR W. M. Cribbs, (above), National Candy Co., Veribrite Factory, Chicago; Russell Stover (below), Russell Stover Candies, Kansas City, Mo.



VICE-PRESIDENT Charles F. Scully, of Williamson Candy Co., Chicago.



DIRECTOR Oscar B. Elmer (above), Elmer Candy Co., New Orleans; Samuel D. Fried (below), Up-To-Date Candy Manufacturing Co., New York.





DIRECTOR Harold S. Clark, of the D. L. Clark Company, Pittsburgh.



DIRECTOR C. R. Kroekel (left), of Kroekel-Oetinger, Inc., Philadelphia; John G. Rote (above), of W. F. Schrafft & Sons Corp., Boston.



DIRECTOR O. F. Sealy (above), of the Johnson-Flucker Company, Atlanta, Ga.; Cecil H. McKinstry (below), of Imperial Candy Co., Seattle, Wash.

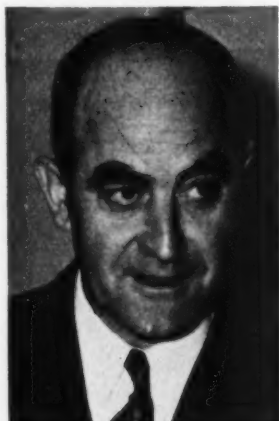
Work of NCA and Officers Commendable

THE officers and directors of the National Confectioners' Ass'n shown on these pages all helped make 1945 a highly significant year for the nation's manufacturing confectioners. Through their combined efforts the NCA once again afforded the entire confectionery industry another year of conscientious, helpful service.

Their cooperative educational program guided by the Council on Candy has meant a valuable interchange of ideas for the industry itself and also effectively carried to the public the importance of candy as a food. Their energetic planning was astutely directed in behalf of improved manufacturing and production methods, employment policies, and sanitation programs. Their merchandising and distribution studies skillfully sought out the best and most satisfactory methods of making and selling more candy. Their conscientious endeavor, in short, helped commendably to knit even further the confectionery industry into a solid unit presenting a united front to its problems for the mutual benefit of all its members.



DIRECTOR Oscar G. Trudeau (above), of Trudeau Candies, Inc., St. Paul, Minn.; Robert H. W. Welch, Jr., (below), of James O. Welch Company, Cambridge, Mass.



DIRECTOR Harold H. Hoben (below), of Mars, Inc., Chicago.



N. C. A. CONVENTION PROGRAM

63rd Annual Convention of the National Confectioners Association, Hotel Stevens, Chicago, June 24-27, 1946

The 63rd annual convention of the National Confectioners' Ass'n and the 20th annual Confectionery Industries Exposition, to be held June 24-27 in Chicago's Stevens Hotel, promise to be the largest and most representative in the history of these events, NCA officials state.

In announcing the convention's "near-complete program, General Chairman W. Melville Cribbs, National Candy Co., Chicago, says the convention "will be the greatest in our history."

Program Chairman Neal V. Diller, Nutrine Candy Co., Chicago, says:

"We have prepared a well rounded program dealing with all industry problems, including sales promotion, new machinery, new ingredients, new processing techniques, sanitary standards, research distribution, supply, government management, and industrial relations."

Developments in machinery, equipment, materials, supplies, and services for the manufacturing confectioner will be shown at the exposition—the confectionery industry's first post-war exposition. Some 85 leading suppliers will participate and new machinery models will be shown. An informal survey made among exhibitors indicates major emphasis will be focused on two themes: cost reduction and quality improvement.

Assisting Mr. Diller in the preparation of the convention's comprehensive program are: Fred W. Amend, F. W. Amend Co.; Paul M. Beich, Paul F. Beich Co.; Preston Farley, Farley Mfg. Co.; E. M. Kerwin, E. J. Brach & Sons; Richard B. Kimbell, Kimbell Candy Co.; W. J. Lavery, Curtiss Candy Co.; H. F. Oblander, Bunte Bros.; George Payne, Chicago Confectioners, Inc.; Julius P. Schmidt, Geo. Ziegler Co.; Howard B. Stark, Howard B. Stark Co.; and George H. Williamson, Williamson Candy Co.

Mrs. George H. Williamson, Chicago, is chairman of the ladies entertainment committee.

Members of the N. C. A. Exposition Committee are: D. P. O'Connor, Chairman, Penick & Ford, Ltd., Inc., New York; Charles R. Adelson, Delson Candy Company, New York; Harry P. Haldt, General Foods Corp., New York; O. W. Johnson, Callerman Company, Chicago; Wm. H. Kopp, National Equipment Co., New York; M. C. Pollock, E. I. du Pont de Nemours & Co., Wilmington, Del.; Charles F. Scully, Williamson Candy Co., Chicago; H. R. Chapman, New England Confectionery Co., Cambridge, Mass.; Roy E. Hanson, Milprint, Inc., Milwaukee; James A. King, The Nulomoline Co., New York; Clarence O. Matheis, Walter H. Johnson Candy Co., Chicago; Robert E. Savage, Savage Bros., Chicago; Irvin C. Shaffer, The Maillard Corp., New York.

The convention will "tee-off" Monday afternoon June 24, with a golf tournament arranged by Chairman E. W. Walters, King Cole Co., and his golf committee: H. G. Day, Rockwood & Co.; John G. Johnson, Walter H. Johnson Candy Co.; O. W. Johnson, Penick & Ford, Ltd., Inc.; W. T. Reed, Reed Candy Co.; and F. W. Whitmer, Stevens Candy Kitchens.

The tentative convention program follows:

Mondray, June 24

- 10:00 A.M. GOLF TOURNAMENT
Chairman: E. W. Walters, King Cole Co., Chicago, Ill.
Olympia Fields Country Club
All inclusive ticket, \$15.00
Lunch, Golf, Entertainment, Dinner, Caddies

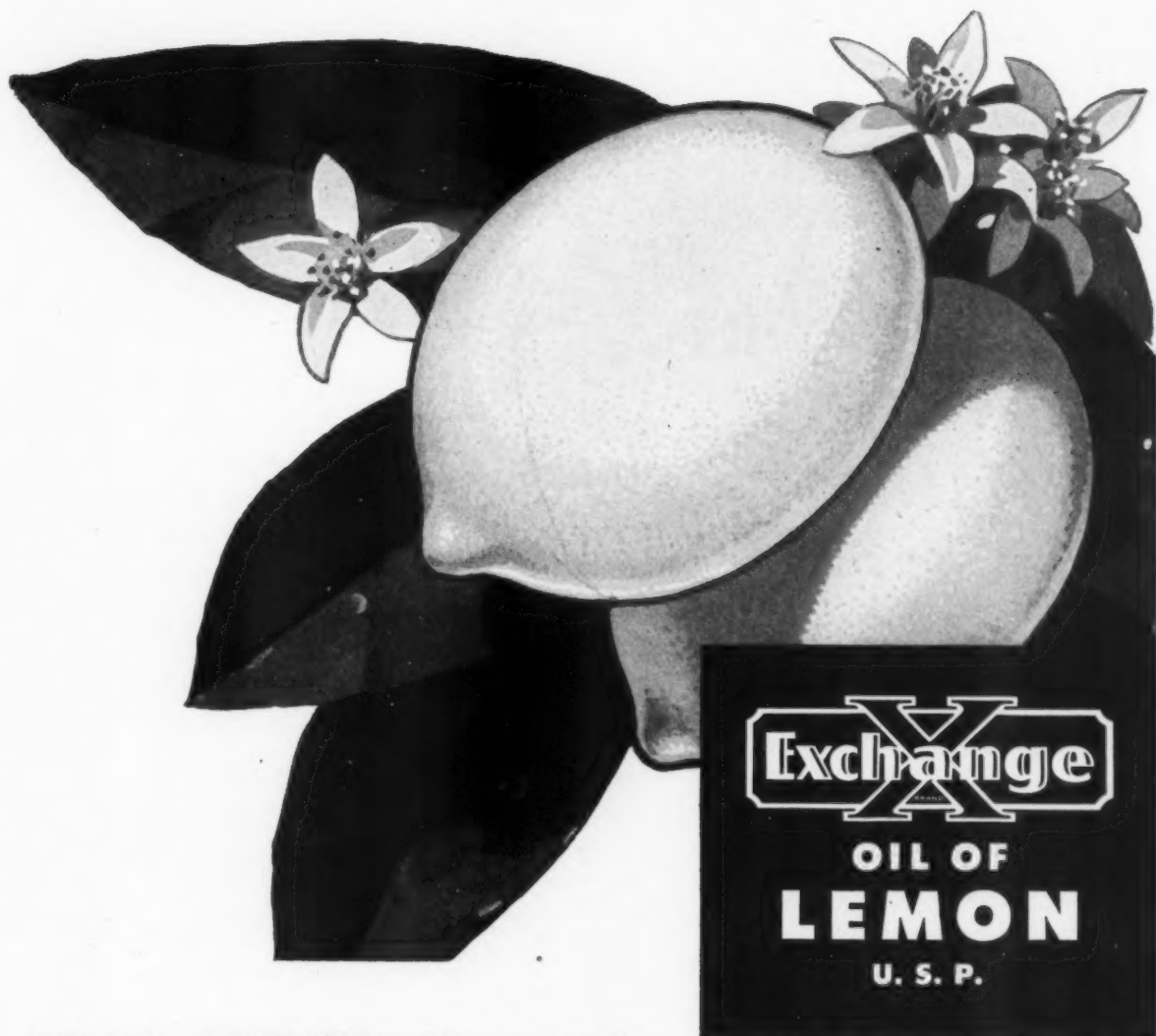
Tuesday, June 25

- 12:30 P.M. OPENING LUNCHEON (Ladies Invited)
2:30 P.M. COUNCIL ON CANDY OF NCA—PRESENTATION
Chairman: John H. Reddy, New England Confectionery Co., Cambridge, Mass.; Chairman, Council on Candy of NCA
Time and subject to be announced: Alfred Schindler, Under Secretary of Commerce, Dept. of Commerce.
8:00 P.M. NEW MACHINERY, NEW INGREDIENTS, AND NEW PROCESSING TECHNIQUES
Chairman: Fred Amend, Fred W. Amend Co., Chicago.
Committee: Lloyd Latten, Schutter Candy Div. of Universal Match Co., Chicago, Chairman; Otto Windt, E. J. Brach & Sons, Chicago; James A. King, Nulomoline Co., New York; Charles F. Scully, Williamson Candy Co., Chicago.
8:15 P.M. GLIMPSES INTO THE FUTURE
Gerald S. Doolin, Field Representative, NCA Sanitary Standards Committee.
8:30 P.M. NEW DEVELOPMENTS IN MACHINE SANITATION
Charles R. Adelson, Delson Candy Co., New York, Chairman, Machine Sanitation Committee.
8:45 P.M. PLANT SANITATION—A NECESSITY, NOT A LUXURY
John H. Jacobs, O. P. Baur Confectionery Co., Denver.
9:00 P.M. NEW PRODUCTION AND PROCESSING TECHNIQUES
Chairman: Lloyd Latten, Schutter Candy Co., Chicago.
9:05 P.M. NEW METHODS OF RAW MATERIALS HANDLING
(Conveyors, Pallets, Pumps, Automatic Metering and Weighing Devices)
9:25 P.M. STORAGE OF INGREDIENTS AND CANDY
9:40 P.M. NEW PROCESSING TECHNIQUES
Batch vs. Continuous Processing, James A. King, The Nulomoline Co., New York.

Wednesday, June 26

- 9:30 A.M. FILM
10:00 A.M. YOUR ASSOCIATION
10:05 A.M. 1. Your Washington Office—Russell Stover, Russell Stover Candies, Kansas City, Mo., Chairman, Washington Committee.
10:10 A.M. 2. The Washington Situation—H. O. Smith, Jr., Manager, NCA Washington Office
10:20 A.M. 3. Your Government Statistics—Monthly and Annual.
10:30 A.M. 4. Food Industry Council—E. O. Blomquist, E. J. Brach & Sons, Chicago; NCA Representative, FIC.
10:40 A.M. 5. Resolutions.

(Please turn to page 16)



**If it's LEMON flavored -
IT'S 4 TO 1 THE
OIL IS EXCHANGE!**

*More than 80% of all the lemon oil used in
the United States is Exchange Lemon Oil.*

*This overwhelming endorsement by the
trade is your assurance that Exchange*

*Lemon Oil delivers flavor...clarity and
uniformity not found in any other
Lemon Oil.*

Distributed in the United States exclusively by
FRITZSCHE BROTHERS, INC.
76 Ninth Avenue, New York 11, N. Y.

DODGE & OLCOTT, INC.
180 Varick Street, New York 14, N. Y.

Distributors for:
CALIFORNIA FRUIT GROWERS EXCHANGE
PRODUCTS DEPARTMENT, ONTARIO, CALIF.

Producing Plant:
EXCHANGE LEMON PRODUCTS CO., CORONA, CALIF.

HOW TO INCREASE PRODUCTION

Veg-A-Loid

MAKES SHORT MATERIALS GO FURTHER

When you use Veg-A-Loid you can lower ratios of sugar and fats. In some items you can eliminate sugar and fat altogether! At the same time Veg-A-Loid increases candy quality by acting as a general moisture control. This means that freshness, flavor, appearance and smooth, tender texture are assured.

Veg-A-Loid quality makes a big hit with customers.



Veg-A-Loid VERSATILITY IN



CARAMELS

Less or no fats or oils needed. Cook at 5°F. to 7°F. lower temperatures.



CREAMS

Smoother texture, freshness from factory to consumer. Lower sugar ratios required.



JELLIES

Remain tender and fresh. No sweating. Little or no sugar required.



PAN WORK

Cuts panning time in half and insures a thin, hard, glossy jacket.



ALL CANDIES

General moisture control that guarantees freshness, flavor, appearance, and tenderness.

Send for Sample Recipe M.

T. H. Angermeier & Co.

MANUFACTURING SPECIALISTS TO THE FOOD INDUSTRY

245 Seventh Avenue, New York, N. Y.





IMPORTED OILS AVAILABLE AGAIN

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These three popular imported oils are available now in the pre-war quality to which you've been accustomed. Immediate delivery can be made in unlimited quantities. USE THEM FOR Baking, Cooking, Custards, Icings, Fondants, Gum Drops and Hard Candies.

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PRINCIPAL CITIES IN SOUTH AMERICA



119 WEST 19th STREET • NEW YORK 11, N. Y.

(Continued from page 12)

- 11:30 A.M. **THE GOVERNMENT FOOD RESEARCH PROGRAM**
Dr. L. M. Martin, Dept. of Agriculture, New Orleans.
- 11:40 A.M. **THE ARMY FOOD RESEARCH PROGRAM**
Col. Chas. F. Lawrence, Chief, The QM Food and Container Institute of the Armed Forces, Chicago.
- 11:50 A.M. **RESEARCH ON SUGAR**
- 12:30 P.M. **LUNCHEON**
Presiding: C. H. McKinstry, Imperial Candy Co., Seattle.
Speaker: Clarence Francis, General Foods Corp., Chairman Food Industry Council.
- 2:00 P.M. **DISTRIBUTION**
Chairman: Lester Rosskam, Quaker City Chocolate & Confectionery Co., Inc., Philadelphia; NCA Distribution Committee Chairman.
- 2:05 P.M. **SALES TRAINING**
- 2:20 P.M. **TRAINING THROUGH GOVERNMENT HELP**
- 2:35 P.M. **PANEL DISCUSSION**
Presiding: Mr. Rosskam
- 3:30 P.M. **SUPPLY SITUATION**
Committee in Charge—W. J. Lavery, Curtiss Candy Co., Chicago, chairman; H. R. Oblander, Bunte Bros., Chicago; Paul M. Beich, of Paul F. Beich Co., Bloomington, Ill.; J. P. Schmidt, Ziegler Co., Milwaukee.
Corn Syrup—Pendleton Dudley, Corn Industries Research Foundation, New York.
Chocolate—W. F. R. Murrie, Hershey Chocolate Corp., Hershey, Pa.
Sugar—Earl B. Wilson, National Refining Co., New York.
Dairy Products—
Peanuts—W. P. Woodley, Columbian Peanut Co., Norfolk, Va.
Packaging, Paper Products—Herbert T. Holbrook, Bulkley, Dunton & Co., New York.

Wednesday Night — Visit Exposition

7:00 P.M. COMMITTEE MEETINGS

Thursday, June 27

- 9:30 A.M. **FILM**
- 10:00 A.M. **MANAGEMENT PROBLEMS**
Presiding: Neal V. Diller, Nutrine Candy Co., Chicago.
- 10:00 A.M. **OPA PRICING POLICIES**
Geoffrey Baker, Deputy Administrator for Price, OPA

10:20 A.M. CONFECTIONERS' OPA POLICIES

Price Reliefs—Decontrols

BARS—5-cent Items

Charles F. Scully, Williamson Candy Co., Chicago. Chairman, OPA Candy Bar Manufacturers Industry Advisory Committee.

GENERAL LINE

John H. Reddy, New England Confectionery Co., Cambridge, Mass. Chairman, OPA General Line Candy Industry Advisory Committee.

PACKAGE GOODS

11:00 A.M. COST FINDING—COST ACCOUNTING

Presiding: E. M. Kerwin, E. J. Brach & Sons, Chicago, Ill. Benedict M. Sayre, Benedict M Sayre & Co.

Panel Discussion:

John Walker, Secretary and Assistant Treasurer, Reed Candy Co., Chicago.

Edwin L. Esher, Assistant Secretary, Nutrine Candy Co., Chicago.

Charles Smessaert, Secretary-Treasurer, Walter H. Johnson Candy Co., Chicago.

Charles H. Haug, President, Mason, Au & Magenheimer Confectionery Co., Brooklyn.

12:30 P.M. LUNCHEON

Presiding: William E. Brock, Jr., Brock Candy Co., Chattanooga, Tenn.

2:30 P.M. INDUSTRIAL RELATIONS

Committee in Charge: George H. Williamson, Williamson Candy Co., Chairman; Preston Farley, Farley Mfg. Co., Chicago; Richard B. Kimbell, Kimbell Candy Co., Chicago; George Payne, Chicago Confections Inc., Chicago.

Gordon Hostetter, Executive Director, Employers' Ass'n of Chicago.

Members of Panel: Charles W. Berquist, Mars, Inc., Discussion Leader; W. C. Jakes, Curtiss Candy Co., Chicago; S. D. Willard, Nutrine Candy Co., Chicago; Ivan Baldus, Mars, Inc., Chicago; James A. Dickens, Williamson Candy Co., Chicago.

RESOLUTIONS

8:00 P.M. DINNER-DANCE—Night of Fun

Chairman, Walter W. Kolbe, Reed Candy Co., Chicago; Paul D. Allman, The Cracker Jack Co., Chicago; Frank Bartsch, M. J. Holloway & Co., Chicago; E. R. Wood, National Candy Co., Chicago; Herbert G. Ziegler, Geo. Ziegler Co., Milwaukee.

SIX REGIONAL FINALISTS in NCA's "Miss Candy of 1946" beauty contest. Selected from photos submitted by candy manufacturers throughout the country, the candy queens will meet in Chicago June 27 with judges Maurice Seymour, Patricia Stevens, and Edward Grant who will rate finalists on beauty, figure, charm, and personality. At the NCA's dinner dance that evening, the audience will vote. John H. Reddy, Council on Candy national chairman will present the winner with the candy crown and scepter.

TOP (left)—Miss Ruby M. Smith, 21, 5 feet 6½ inches, 120 pounds, representing Rawls Delicious Foods, Inc., Winston-Salem, N.C.

CENTER—Miss Mildred Rita Racek, 25, 5 feet 8 inches, 135 pounds, representing Cracker Jack Co., Chicago.

RIGHT—Miss Evelyn Rae, 24, 5 feet 5½ inches, 127 pounds, representing New England Confectionery Co., Cambridge, Mass.

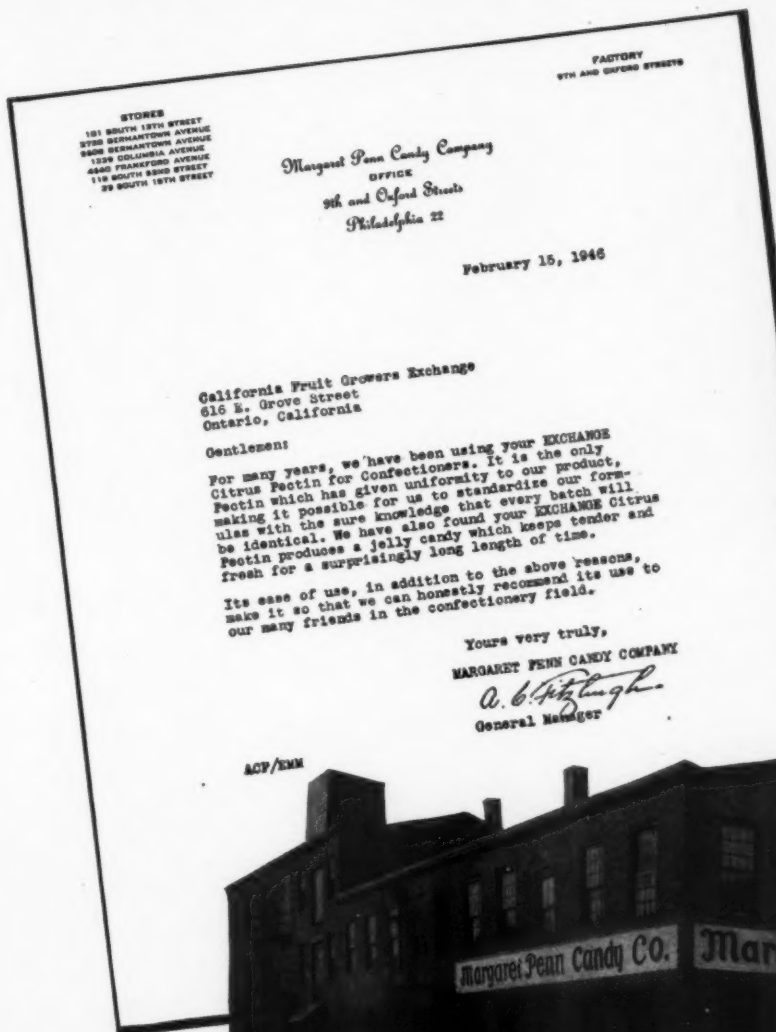
BOTTOM (left)—Miss Betta McKown, 18, 5 feet 7 inches, 130 pounds, representing Chase Candy Co., St. Joseph, Mo.

CENTER—Miss Ethel Lacre, 22, 5 feet 4 inches, 118 pounds, representing Sperry Candy Co., Milwaukee.

RIGHT—Miss Helen Clark, 22, 5 feet 7 inches, 135 pounds, representing Mason Au & Magenheimer Co., Brooklyn.



WHAT Margaret Penn Candy Co. THINKS OF EXCHANGE CITRUS PECTIN



A. C. FITZHUGH
General Manager



CALIFORNIA FRUIT GROWERS EXCHANGE

Products Department: Ontario, California

189 W. Madison Street, Chicago 2 • 99 Hudson Street, New York 13

for June, 1946

Nothing we can say about Exchange Citrus Pectin tells the story half so well as the testimony of its users—leaders in the candy industry of America.

DIRECTORY OF EXHIBITORS

Confectionery Industries Exposition During N. C. A. Convention

June 24-27, at the Hotel Stevens, Chicago

Note: The exhibitors listed in boldface type have further described their products in the Advertising Pages of The MANUFACTURING CONFECTIONER.

AMERICAN MACHINE & FOUNDRY CO., 511 Fifth Ave., New York 17. Booth No. 404. Rose candy wrapping machines (I.S.T., I.S.B., Eagle, RAF 500, Triumph, Automatic Batch Roller) Glen "160" Mixer. In attendance: B.L. Ahrens and Robert Fuller.

AMERICAN MAIZE PRODUCTS CO., 100 E. 42nd St., New York. Booth No. 511. Corn syrup, corn starch, corn syrup solids. In attendance: Messrs. Sander, Jr., Preston, Melick, Miller, Frey, Lloyd, Santo, Prentiss, Hammond, Murray, Ryberg, Hamilton, Binder, Bunton, Doscher, Juratovic, Peterson, Shea, Ackerman, Nelson.

AMERICAN SUGAR REFINING CO., 120 Wall St., New York. Booths No. 28-29. Cane sugar for confectioners.

T. H. ANGERMEIER & CO., 245 Seventh Ave., New York. Booth No. 409. Veg-A-Loid. In attendance: W. E. Angermeier, H. F. Angermeier, W. A. Franges.

ANHEUSER-BUSCH, INC., 721 Pestalozzi St., St. Louis. Booth No. 309. Refined corn oil, corn starch, corn syrup.

ARTISTIC MIRROR BOX CO., 229 W. Illinois Ave., Chicago. Booth No. 10.

ATLANTIC GELATIN CO., INC., Hill St., Woburn, Mass. Booth No. 502. Food, pharmaceutical and photographic gelatins. In attendance: J. H. Cohen, Frank McDonald.

WALTER BAKER & CO., INC., 1197 Washington St., Dorchester, Mass. Booth No. 506. Chocolate coatings, liquors; cocoa butter and powder.

LOUIS M. BARISH & CO., 420 Lexington Ave., New York 17. Booth No. 207. Stationary and portable pumping units.

BEEHLER ARTS, 254 W. 47th St., New York. Booth No. 7. Toys.

PAUL X. BERGIN CO., 1908 Central St., Evanston, Ill. Booth No. 26. Fancy boxes. In attendance: E. H. Bergin.

BLANKE-BAER EXTRACT & PRESERVING CO., 3224 S. Kingshighway, St. Louis. Booth No. 513. Dipping fruits, confectioners' fruit purees, true fruit extracts, vanilla extracts, hard candy flavors. In attendance: Dr. S. H. Baer, Miller Winston, A. H. Knese, C. R. Kloforn, L. T. Skidmore.

BRAZIL NUT ADVERTISING FUND, 60 Hudson St., New York. Booth No. 209. How candy industry can use brazil nuts.

BURRELL BELTING CO., 401 S. Hermitage Ave., Chicago 12. Booth No. 4. Cooling tunnel belting and plaques. Treated and untreated endless belts. Caramel cutter boards. Cocoa press pads. Splicing cement and tape. In attendance: E. F. Mayer, P. J. Buss, J. M. Moyer, H. G. Aylesworth, Carrol Aylesworth, W. H. Jenks, C. B. Turner.

CALIFORNIA FRUIT GROWERS EXCHANGE, Ontario, Calif. Booth No. 503. Exchange citrus pectin, citric acid, lemon and orange oils, concentrated orange

and lemon juice. In attendance: M. L. Chapman, T. F. Baker, E. L. Rhoads, D. R. Thompson, C. Gallagher, J. P. Haman.

CANDY INDUSTRY, New York. Booth No. 507.

CENTRAL SOYA CO., INC., Food Products Division, Fort Wayne 2, Ind. Booth No. 203. Centrol lecithin. Centrol 200-210-220 (Soya Flours). In attendance: H. W. McMillen, S. E. Nelson, J. R. Turner, J. K. Gunther, A. S. Danzinger, Winston M. Lee, John H. Boll.

CENTRAL STATES PAPER & BAG CO., St. Louis. 2600 N. Broadway, St. Louis 6. Booth No. 508. Rigid transparent containers for packaging candy. In attendance: M. L. Abramson, S. L. Abramson, R. Berkenfield, N. Fromherz, and others.

CHOCOLATE SPRAYING CO., 2027 W. Grand Ave., Chicago 12. Booth No. 8. Chocolate spraying systems, chocolate tempering systems, chocolate decorators. In attendance: Leo Latini, John Latini, Edmund Latini, John Sheffman.

W. A. CLEARY CORP., New Brunswick, N. J., and Chicago. Booth No. 504. Lecithin. In attendance: W. A. Cleary and L. Russell Cook.

CLINTON INDUSTRIES, INC., Clinton, Iowa. Booth No. 505. Products from corn. In attendance: R. E. Clizbe, Mrs. Naomi Jensen, H. A. Bendixen, M. R. Owens, G. E. Corson, A. C. Junge, W. M. Kraft, R. B. Young, G. F. Heath.

THE CONFECTIONER, Milwaukee. Booth No. 22.
CONFECTIONERS JOURNAL, Philadelphia. Booth No. 9.

CONFECTIONERY-ICE CREAM WORLD, New York. Booth No. 107.

CORN PRODUCTS SALES CO., 17 Battery Place, New York. Booth No. 208. Corn syrup and starches. Dextrose.

CRYSTAL TUBE CORP., 538 S. Wells St., Chicago. Booth No. 106. Cellophane containers, printed cellophane, glassine, foil sheets and rolls, glassine bags, utility rolls, rigid transparent containers, and plastic forming. In attendance: Leon Goodman, Harold Goldring, Reynold Goodman, Paul Smith, Miss Eileen Clifford.

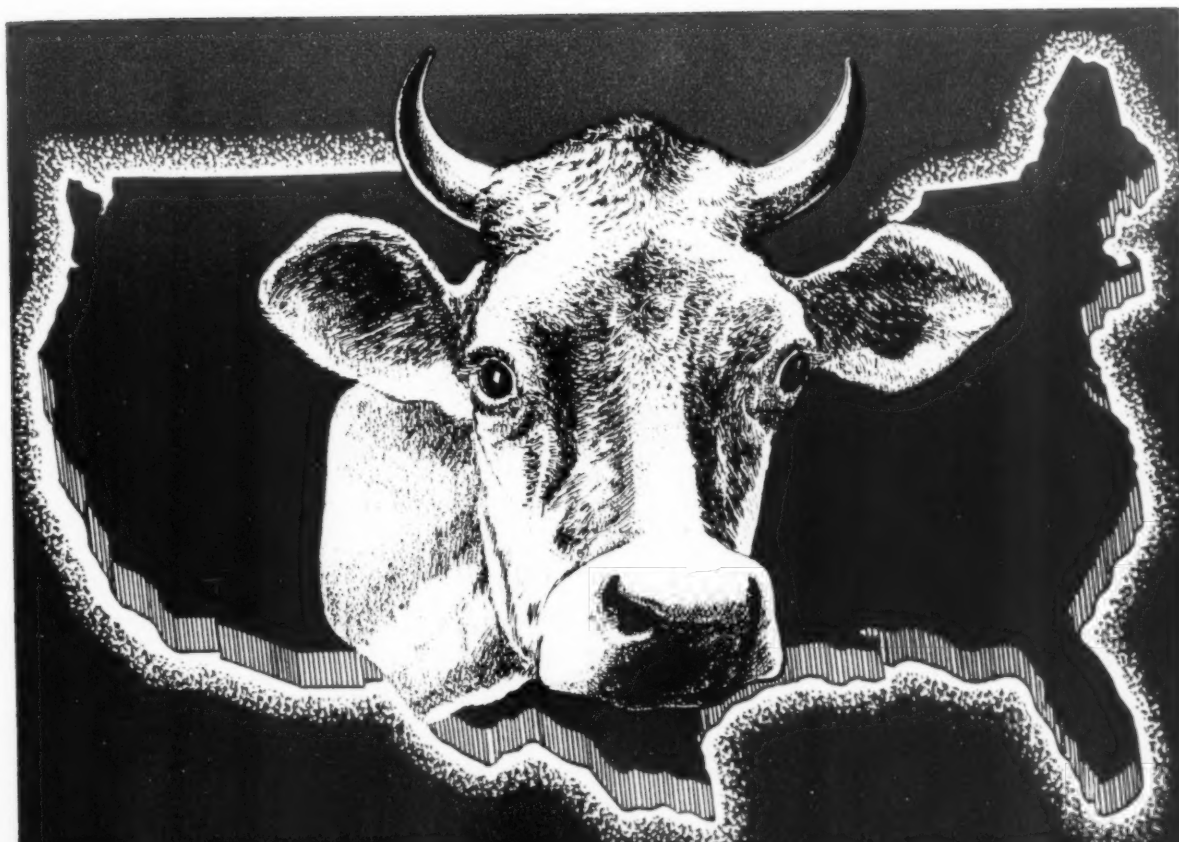
EXPOSITION HOURS

Monday, June 24
2 P.M.—10 P.M.

Tuesday, June 25
10 A.M.—12:30 P.M.
4 P.M.—8 P.M.

Wednesday, June 26
2 P.M.—10 P.M.

Thursday, June 27
12 M.—5 P.M.



MIDLAND

CONDENSED MILK

As a leading distributor of quality condensed milk, Midland Farm Products literally reach the tables of millions of U. S. Citizens . . . BUT Midland's own customers are relatively few. For Midland supplies only manufacturers and processors . . . and only in huge quantities . . . barrel and bulk.

By specializing in reliable BULK supplies of TOP QUALITY Sweetened Condensed and Sweetened Condensed Skim . . . Midland has gradually built an enviable reputation. Users of Midland Products know that experience counts. thru the years Midland has

developed a highly specialized type of service on which manufacturers can depend. Its reliability keeps their own plants in smooth operation. Its high standard of quality guards that all-important "taste satisfaction" which means a healthy, growing business.

During recent "unusual" times it has been most difficult . . . in fact, often impossible . . . for Midland to supply all needs. Your generous understanding and cooperation during this period has been most appreciated.

Midland Farm Products, Inc.

700 N. MICHIGAN AVE. • CHICAGO 11 • PHONE 1-535 • 10 BROADWAY • NEW YORK 1, N. Y. • BRANCH OFFICES
SAN FRANCISCO • SAN DIEGO • LOS ANGELES • PHOENIX • SEATTLE • PORTLAND • SPOKANE

CURRIE MANUFACTURING CO., 1837 W. Grand Ave., Chicago. Booth No. 302. Automatic starch tray stacks, steel starch trays, truck casters. H. A. Currie, F. Rieckhoff, D. W. Currie, H. W. Currie, J. C. Decker.

DECORATIVE ART GLASS CO., 225-29 W. Illinois St., Chicago. Booth No. 30. Novelty boxes.

E. I. du PONT de NEMOURS & CO., INC., "Cellophane Division," Wilmington, Del. Booths No. 306-7. Cellophane. R. M. MacDonald, H. D. Chickering, W. F. Harte, H. C. Broems, L. B. Steele, R. J. Crowley, V. C. Clark.

FOOD MATERIALS CORP., 2521 W. 48th St., Chicago 32. Booth No. 405. Flavoring extracts.

FOOTE & JENKS, INC., Jackson, Mich. Booth No. 17. Flavors. In attendance: T. J. Torjusen, Sidney Ross, W. S. Maute, C. E. Davis, P. W. Thurston.

GENERAL FOOD SALES CO., INC., Franklin Baker Division, 15th & Bloomfield St., Hoboken, N. J. Booth No. 304. Coconut and malted kernels brand cereal food. In attendance: George Hampton, H. P. Haldt, W. A. Sugg, G. T. Brown, D. H. Macaulay, G. W. McCullum, A. E. Olsen, J. I. MacDonald, O. J. Truex, W. L. Bonney, G. J. Armstrong.

WOLF GREENSPAN & SONS, 682-88 Grand St., Brooklyn. Booth No. 11. Baskets. In attendance: L. E. Greenspan.

J. W. GREER CO., 119 Windsor St., Cambridge 39, Mass. Booth No. 210. Chocolate coating and cooling equipment. In attendance: D. S. Greer, F. W. Greer, S. W. Smith, F. H. Behu, C. B. Turner, C. R. Becker.

THE HUBINGER CO., 601 Main St., Keokuk, Iowa. Booth No. 101. Corn syrup and corn starch. In attendance: R. S. Fisher, R. L. Krueger, A. M. Robinson.

INTERNATIONAL CONFECTIONER, New York. Booth No. 407.

PAUL L. KARSTROM CO., 2620 S. Indiana Ave., Chicago 16. Booths No. 42-3. Packaging machinery. In attendance: Don Larson, P. L. Karstrom, Mr. Bartlett, Mr. McCambridge.

KENMER PRODUCTS, 30 N. La Salle St., Chicago 2. Booths No. 31-2. Also Confection Machine Co., 3412 Gravois Ave., St. Louis. Instant and continuous fondant machines. C. Bonheimer, W. J. Kennedy, Paul Bonheimer, Hugo Eisenmenger, Ed. Zeisler, Al. Ricklin.

A. KLEIN & CO., INC., 113-19 W. 17th St., New York 11. Booth No. 35. Fancy confectionery boxes. In attendance: Joseph Ehrenfeld, William Michalsis.

H. KOHNSTAMM & CO., Inc., 89 Park Pl., New York 7. Booth No. 308. Certified food colors and flavoring extracts. In attendance: M. E. Moss, Carol Biddison, L. J. Woolf, William Hassell, Gene Pfeiffer, R. H. Pulver, W. H. Nelson, Hugo Pulver.

J. M. LEHMAN CO., INC., Lyndhurst, N. J. Booth No. 41. Three-roll, chocolate refiners.

LEIPZIG & LIPPE, INC., 1166 Broadway, New York 1. Booth No. 24. Novelty containers of willow, reed, cane, acetate, wood, and metal. In attendance: N. M. Soll, Mac Bohrer.

JAMES B. LONG & CO., 4642 N. Ravenswood Avenue, Chicago 40. Booth No. 509. Food colors, flavoring extracts, essential oils. In attendance: Col. J. B. Long, H. B. Taylor, Lawrence Jorgensen.

LYNCH PACKAGE MACHINERY CORP., Toledo 1. Booth No. 410. Wrap-O-Matic equipment. In attendance: T. C. Werbe, Sr., M. H. Pendergast, T. C. Werbe, Jr., J. A. Wagner, O. Sandburg, J. McCarthy, R. Rusher, W. Freeman, O. E. Bowers, F. G. Lenhart.

THE MANUFACTURING CONFECTIONER PUBLISHING CO., 400 West Madison St., Chicago 6. Booth No. 202. Publishers of: The Manufacturing Confectioner, Candy Merchandising, Candy Buyers' Directory, The Blue Book for Manufacturing Confectioners,

Candy Packaging, Candy Equipment Preview. In attendance: Mrs. E. R. Allured, E. P. Mercer, C. C. Hall, E. E. Hinkle, W. C. Copp, H. A. White, Miss Lorene Ellis.

MARCO COMPANY, INC., Third & Church St., Wilmington 50, Del. Booths No. 54-55-56. Homogenizers, Kom-bi-nators, transfer pumps. In attendance: Messrs. Dawes, Lippman, Glenn, and Ross.

MERCHANTS BOX CO., Dallastown, Pa. Booth No. 102.

MERCK & CO., INC., Rahway, N. J. Booth No. 33. Citric acid, tartaric acid, vanillin, sodium acetate. In attendance: C. P. Messersmith, W. A. Rothermel, J. R. Warren.

MILLER WRAPPING & SEALING MACHINE CO., 18 S. Clinton St., Chicago 6. Booth No. 310. Wrapping machines, sheeters-glurers, bag makers, bag sealers. M. H. Corley, J. P. Corley, R. H. Freeman, P. G. Freeman, C. W. Montgomery, F. J. Faletti, W. O. Harper, A. C. Prosser, E. E. Messmer, Rene Gaubert, John Sylvester.

MILPRINT, INC., 431 W. Florida St., Milwaukee. Booth No. 305. Candy wrappers (rolls or sheets), bags, displays, advertising (lithography and letterpress) display cartons. In attendance: Billy Heller, R. E. Hanson, Bert Hefter, Shy Rosen, L. R. Zimmerman, Jim Hopkins, Bob Long, Jack Meagher, Jerry Tetzlaff, Bill Ewig, H. W. Schmidt, Harry Jones, Hugo Heller, Jr., Cliff Williams, J. J. Sevic, Jr., Sam Greenblatt.

FRANK NANNA, 700 S. Kilbourn Ave., Chicago. Booth No. 20. Continuous marshmallow whipper. In attendance: Frank Nanna, Nick Fiorelli.

NATIONAL EQUIPMENT CO., 3640 Main St., Springfield, Mass. Booth No. 25. Equipment.

NATIONAL STARCH PRODUCTS, INC., 270 Madison Ave., New York 16. Booth No. 406. Molding and confectioners starches, dextrines, adhesives, specialties. In attendance: D. D. Pascal, E. S. Lowinger, R. W. Anderson.

NATIONAL SUGAR REFINING CO., 129 Front St., New York. Booths No. 44-5.

THE NULOMOLINE CO., 120 Wall St., New York 5. Booth No. 401. Nulomoline (standardized invert sugar), Convertit (standardized invertase), molasses. In attendance: T. M. Holicky, J. A. King, C. E. Henry, Karl Fromm, J. E. Coolbroth, Jr., N. R. Pike, P. E. Minton.

PACKAGE MACHINERY CO., 132 Birnie Ave., Springfield, Mass. Booth No. 301. Wrapping machines. In attendance: G. A. Mohlman, R. L. Putnam, T. Miller, E. G. Westervelt, H. Mosedale, C. R. Strehlau, T. A. Mohlman, F. Todt, J. R. Tindal, N. Lyon, M. N. Allen, F. Taylor, Ernest Hjelm, W. Kerber, E. F. Cornock.

PAK-O-GUD PRODUCTS CO., Philadelphia. Booth No. 48. Food products.

PENICK & FORD, LTD., INC., 420 Lexington Ave., New York 17. Booth No. 2. Corn syrups, starches, dextrines. In attendance: D. P. O'Connor, H. M. Kennedy, H. A. Horan, O. H. Tousey, P. G. Wear, W. J. Brown.

C. M. PITT & SONS CO., Key Highway, Boyle, and Harvey St., Baltimore 30. Booth No. 103. Glace and drained fruit, maraschino cherries, extracts, flavors, emulsions, soda fountain fruits, nuts, syrups, and toppings. In attendance: A. C. Beall.

REYNOLDS METALS CO., Richmond, Va. Booths No. 204-5. Foil wraps, foil bags, cartons, and boxes.

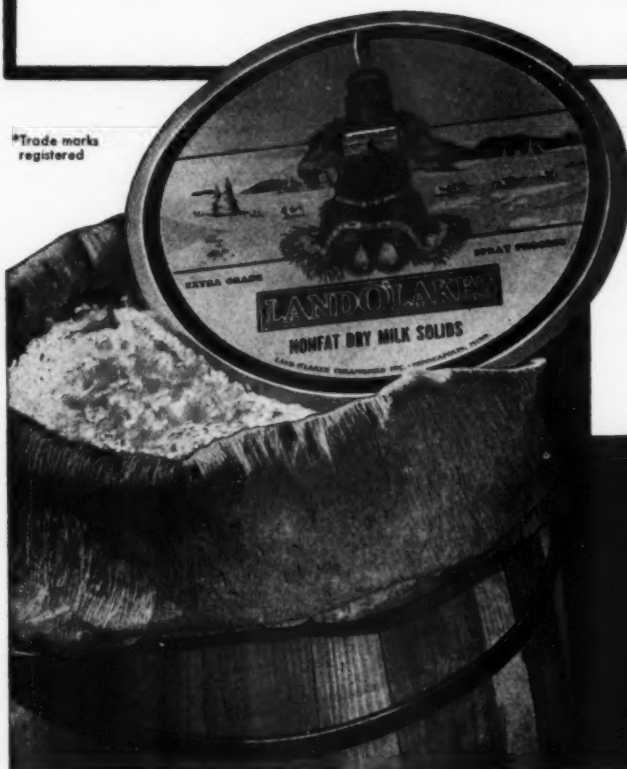
ROSS & ROWE, 75 Varick St., New York 13. Booth No. 1. Yelkin and Lexin lines of vegetable lecithins, Fries flavors, and Placto milk products. In attendance: J. E. Rowe, W. F. Schlesinger, J. E. Lynch, O. M. Stout, J. P. Booker, H. R. Smith.

S-M-O-O-T-H



Like the candies you make with Nonfat
Dry Milk from **LAND O'LAKES***

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Also Famous For
LAND O'LAKES SWEET CREAM BUTTER



Flavor Expert

Young in years . . . yet the weight of his opinion is inestimably important to the success of any confection sold in the U. S. A. These millions of American youngsters rate as the nation's No. 1 flavor experts.

For years, Florasynth clients have used our NON-ALCOHOLIC flavoring in their best lines, and today these NON-ALCOHOLIC properties make them doubly valuable . . . doubly important.

**CONCENTRATED
IMITATION CANDY FLAVORS
(NON-ALCOHOLIC)**



HERMAN RYNVELD'S SON CORP., New York. Booth No. 27. Novelty packages.

SAVAGE BROS. CO., 2638-46 W. Gladys Ave., Chicago. Booth No. 108. Confectionery equipment. In attendance: R. J. Savage, Sr., R. J. Savage, Jr., R. E. Savage, Messrs. Emmerson, Halpin, Linden, Oscar Segrin.

F. J. SCHLEICHER PAPER BOX CO., St. Louis. Booth No. 303. Fancy candy boxes including special day boxes. In attendance: A. K. Schleicher, L. S. Schleicher, L. H. Schleicher, F. H. Schleicher, James Adams, F. H. Horning.

SENNEFF-HERR CO., INC., 208 Fourth Ave., Sterling, Ill. Booth No. 109. Candy makers' supplies, ice cream toppings. In attendance: B. F. Kreider, F. A. Hay, G. L. Hauger, B. W. Welcher, Farold Lease, Charles Kreider, Frank McClanathan, Harold May, Lester Kredier, D. L. Metzger.

A. E. STALEY MANUFACTURING CO., Decatur, Ill. Booth No. 206. Corn and soy bean products. In attendance: C. H. Davidson, I. F. Wieland, R. E. Baer, W. W. Starks, F. H. Brock, H. J. Reavis, C. C. Hollis.

SYLVANIA INDUSTRIAL CORP., 122 E. 42nd St., New York. Booth No. 201. Cellophane.

TRAVER CORP., 358 W. Ontario St., Chicago. Booth No. 512. Cellophane, acetate, glassine, foil, partitions, trays. Paul Traver, G. A. Trapp, Herbert Nock, Fred Rodenberger, Vincent Sheridan, Miss P. L. Maley, R. N. McCreary, C. W. Dickinson, C. D. Ackerman.

TRIANGLE PACKAGE MACHINERY CO., 906-24 N. Spaulding Ave., Chicago 51. Booth No. 34. Packaging machinery.

C. E. TWOMBLY CO., 146 Mystic Ave., Medford, Mass. Booth No. 16. Candy cups, glassine, aluminum foil, liners.

UNION SALES CORP., distributor for Union Starch & Refining Co., Columbus, Ind. Booth No. 408. Products from corn. In attendance: J. I. Miller, E. B. Pulse, P. J. McNurlen, H. W. Curry, J. E. Cleland, P. H. Stambaugh, Deryl Foster, T. L. Lyons, H. D. Schlosser.

UNION STANDARD EQUIPMENT CO., 318-22 Lafayette St., New York. Booth No. 501. Equipment.

VACUUM CANDY MACHINERY CO., 15 Park Row, New York 7. Booth No. 402. Vacuum cooking and cooling units. In attendance: Claude Covert.

VOSS BELTING & SPECIALTY CO., 5301 N. Ravenswood Ave., Chicago 40. Booth No. 104. Special belting products. In attendance: J. H. Voss, J. H. Voss, Jr., R. J. Voss, M. B. Warnimont, J. M. Garver, Edward Kordt.

WARFIELD CHOCOLATE DIVISION, The Warfield Co., 536 W. 22nd St., Chicago. Booth No. 403. Chocolate coatings and cocoa powders. In attendance: J. D. Warfield, Jr., P. M. Hershey, F. E. Nelson.

WEINMAN BROTHERS, 325 N. Wells St., Chicago. Booth No. 105. Transparent acetate boxes, displays.

JOHN WERNER & SONS, INC., 713-29 Lake Ave., Rochester, N. Y. Booth No. 5. Confectionery machinery. In attendance: Theo. Werner, Charles Werner.

WHITE STOKES CO., INC., 3615 Jasper Pl., Chicago. Booth No. 6. Fondant creams, pectin products. In attendance: J. E. Stokes, E. R. Holmes, J. A. Brown, J. W. Lawrence, H. McKenna, H. Conner, A. F. Simpson, R. G. Greene, C. A. Dillen, E. G. Davisson, C. F. Requarth.

WHITSON PRODUCTS, Division of the Borden Co., 350 Madison Ave., New York 17. Booth No. 510. Soyco (albumen of the soy bean), soybeans (dry, tenderized, roasted soy beans). In attendance: G. H. Stuart, H. G. Butler, R. C. Owens, Jake Yeager, H. B. Hadfield, K. F. Rolph.

A MESSAGE TO THE CONFECTIONERY INDUSTRY

10 BIG ADVANTAGES OFFERED INDUSTRY IN THE "UNION PACIFIC WEST"

- ① AVAILABILITY OF RAW MATERIALS
- ② ADEQUATE SOURCES OF POWER
- ③ OPPORTUNITY FOR DECENTRALIZATION
- ④ NON-RESTRICTIVE LEGISLATION
- ⑤ LARGELY NATIVE-BORN LABOR AVAILABLE
- ⑥ HEALTHY LIVING CONDITIONS
- ⑦ GOOD SCHOOLS
- ⑧ GROWING CONSUMER MARKETS
- ⑨ INCREASING INDUSTRIAL DEVELOPMENT
- ⑩ FAVORABLE DISTRIBUTION FACILITIES*

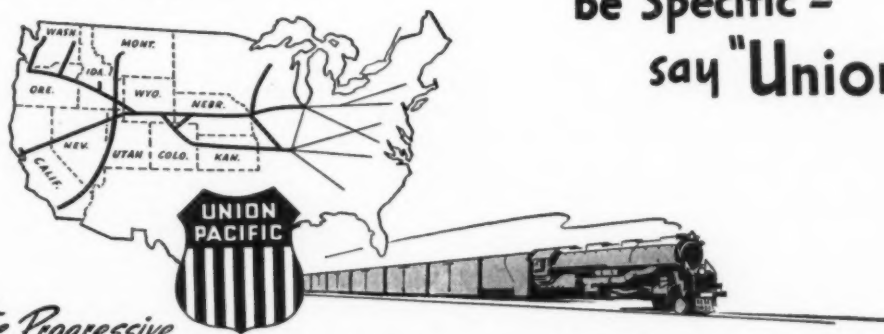
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The Strategic Middle Route

The 'Indispensable' Amino Acids --- and Their Place in the Candy Industry

By ROBERT WHYMPER

This is not the first time that the writer, possibly a fanatic on the subject of "good taste", has queried the wisdom of the slogan adopted by the Candy Industry, in which emphasis is laid, by the placement and usage of the words, upon the supposition that the main virtue of Candy is its food-value. By all balanced reasoning and as a more proper expression of truth, the slogan should have been "Candy is a nutritious Delicacy" provided that the products were of that nature that entitled them to any such appellation. But "the powers that be" evidently decided that the products of the Industry as a whole were not so deserving, and they threw all candies into the common food-field, in the hope of whipping up more business.

In World War II, England also classified "Sweets" and Chocolates as "Foods", but for a slightly different reason—on this occasion because, had they been called by any other name however less sweet, supplies of essential raw materials would have been cut off entirely or too severely rationed as in other so-called "luxury" trades. Thus, for one reason or another Candy has become to be regarded primarily as a food among English-speaking peoples, for better or for worse—and as such we must now consider it.

Anything capable of being assimilated and used by the human body may legitimately be called "Food", and Candy generally falls within that wide category by being high in calories—almost its sole if important value in Nutrition, unless through medication and fortification with vitamins and minerals another virtue may sometimes be added to bolster individual claims. The energy-producing components of Candy are similar to those found in other foodstuffs and include the carbohydrates, and sometimes some proteins and fats, of which the first two are about equal in *calorific-value*, the fats being a little more than twice that value weight for weight of the ingredient. But, by intelligent selection of ingredients, even the *calorific-value* of a food-preparation can be boosted—as, for example, by using the high-caloried Cane Sugar from the Cane or Beet (Sucrose) instead of the lower-caloried Corn Sugar or Dextrose (in spite of much advertised implication to the contrary), or by using more fats. Or, of greater importance, the *nutritional-value* (exclusive of calories) may be considerably improved by replacing, wherever possible, the less nutritious proteins by those of milk and/or eggs, or, better still, by including in the candy a properly balanced mixture of the "indispensable" Amino Acids which are the main subject of this article. But let it be clearly understood that any suggestion made here for increasing the nutritional-value of Candy is founded on the Industry's assumption that Candy is primarily a "Food".

It is now common knowledge that the Candy Industry has recently been taking notice of the rise in commercial importance of the Amino Acids which, however,

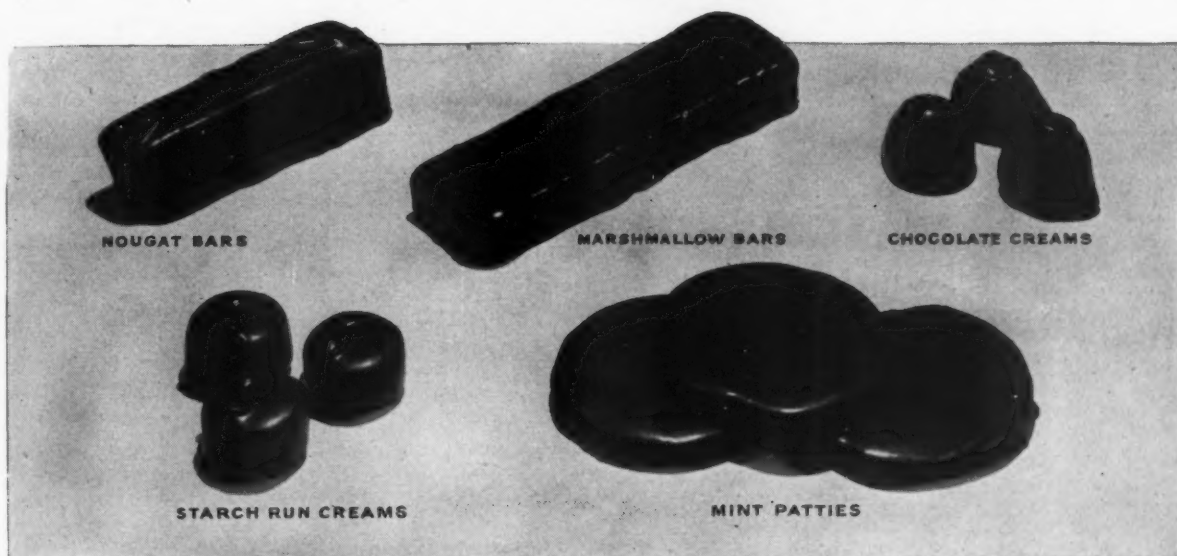
have long been the study of leading scientists in the fields of both medicine and nutrition. Many of the Amino Acids in their commercial form are acceptable to persons still possessing a palate, so that their inclusion in candies of several kinds could scarcely impair the relatively unimportant "deliciousness" while contributing greatly to the all-important "nutrition-value". But the whys and wherefors of this rather sudden appearance of the Amino Acids as items of public interest are not so generally known.

There are 23 Amino Acids known to play important parts in the life-history of man, and they are the "break-down" products by oxidation of the proteins or organic nitrogenous substances—the inclusion of some 10-20% of mixed proteins in a good daily diet being today regarded as necessary for controlling many of the normal functions of the human body during growth in infancy and in maintaining health in the mature state of man. Of the proteins most commonly found in Candy Factories, the best known are animal gelatin, casein and lactalbumin of milk, the albumin of eggs, and the proteins of soya and nuts. *Only some of the essential Amino Acids* are, however, derivable from these limited proteins by the ordinary process of stomach-digestion or by artificial hydrolysis through the agency of enzymes, acids and alkalis which simulates body-digestion. In other words, the Amino Acids are semi-digested proteins relying for *their* nature upon the nature of the proteins from which they are derived. Outside the Candy Industry, meats, cheese, bread, fish, peas and beans provide the bulk of the remaining necessary proteins which can supply the full quota of the "indispensable" Amino Acids.

The most interesting thing about these Acids is that, of the 23 known Amino Acids, only 8 (or possibly 9, if Cystine proves its worth) are *essential for inclusion in any diet* (as such or as their parent proteins), most of the remainder being probably formed in the body from other components of food taken during the daily meals, since they are found in every healthy human at all times and almost regardless of the protein-content of the diet. The next most interesting thing is that no single protein (or group of proteins) from one single foodstuff is capable of supplying in adequate amounts *all* 8 of what are now known as the "indispensable" Amino Acids (the word "essential" having been discarded since all 23 Amino Acids are essentially "essential" in the life-history of man while only 8 are "indispensable" for inclusion in the daily diet). And for the sake of those not horrified by chemical terms, the 8 "indispensables" are Arginine, Histidine, Isoleucine, Methionine (a sulphur-containing Amino Acid), Lysine, Valine, Tryptophane and Phenylalanine.

But these facts, which will have to be taken on trust for the moment, now provide one basic and scientific reason why a properly mixed diet containing a variety

How to make these delicious candies at less cost!



Now you can make high-quality candies with soy albumin. It can replace egg albumen in the types of candy shown above at a substantial saving in cost!

What Soyco does for you

Soyco is a soy albumin—*new and improved*—that gives you all these advantages:

Soyco whips up to a satisfactory volume in syrup. It helps to keep your costs down—quality up.

Greater stability. The bubble structure is smaller. Soyco is about twice as stable as before!

Higher in protein, and whiter in color—that's new, improved Soyco.

Longer shelf life. Due to invert action of Soyco, candies are assured longer shelf life.

Reliably uniform. Soyco is carefully processed and standardized through laboratory control. Each lot is tested for uniformity.

Do this

Take a tip from scores of plants that have tried Soyco—and are now using Soyco regularly. They have found that Soyco not only costs less to buy—but costs less to use! Soyco is packed in 100-lb. drums and priced at 75¢ per pound.*

Write for your new free Soyco formula folder. And place your order through our main office, now.

Crisp, golden SOYNUITS!

Soynuts are dry roasted, tenderized soybeans available as whole nuts, coarse or fine toppers. Many candy manufacturers use Soynuts in candy bars, brittle, and with other nutmeats.

Priced from 11¼¢ to 13¢ per pound,* depending on type and quantity purchased.

*All prices F. O. B. shipping point and subject to change.

WHITSON PRODUCTS

DIVISION OF THE BORDEN COMPANY

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of proteins, recommended a long time before the discovery of the importance of the 8 "indispensables", is not only desirable but necessary for the proper growth of children and for the maintenance of good health in mature man. For it is the *nature* and *amounts* of the Amino Acids (ingested, and formed and used by the human body from the proteins) that have been shown to determine such important health-factors as those involved in the growth and steady growth-progress of children, the building of various body-tissues (particularly the muscles), the maintenance of a correct fluid-balance in the body, the corpuscle-ratio in the blood, the mechanism of respiration in both young and more mature human beings, and the sensitivity of certain motor-centres; and they enter into the composition of such body-secrections as the enzymes, hormones and viruses which regulate the functions of many organs such as those of digestion and generation, upon which so much of our mental and bodily welfare depends.

Most candies are definitely deficient both in the amounts and kinds of the proteins that could supply adequate quantities of even a few of the 8 "indispensable" Amino Acids; and candies cannot, therefore, be called "a perfect food" by any stretch of imagination. As they are today, the majority of candies can barely scrape through as just "a food" except on their high-energy value mostly derived from the carbohydrates. *Energy-value* is, physically, only the *fuel-value* of the candy or any other food consumed and oxidized in the system without any consideration given to the *products of oxidation* and to their effect in the nourishment of the human body. And it is with this matter of *products of oxidation* of the proteins, or the Amino Acids, that we are concerned here.

The proteins of milk and eggs (the prime nitrogenous foods of infants and chicks) most nearly approach the ideal in their ability to supply at least more of the "indispensables", necessary for child-growth, than can other proteins, though neither is completely satisfactory in providing either the amounts or types of resulting Amino Acids for all purposes. The protein gelatin is one of the poorest in this respect, and even the gluten of wheat flour is by no means a perfect protein, which accounts for the fact that "man cannot live by bread alone".

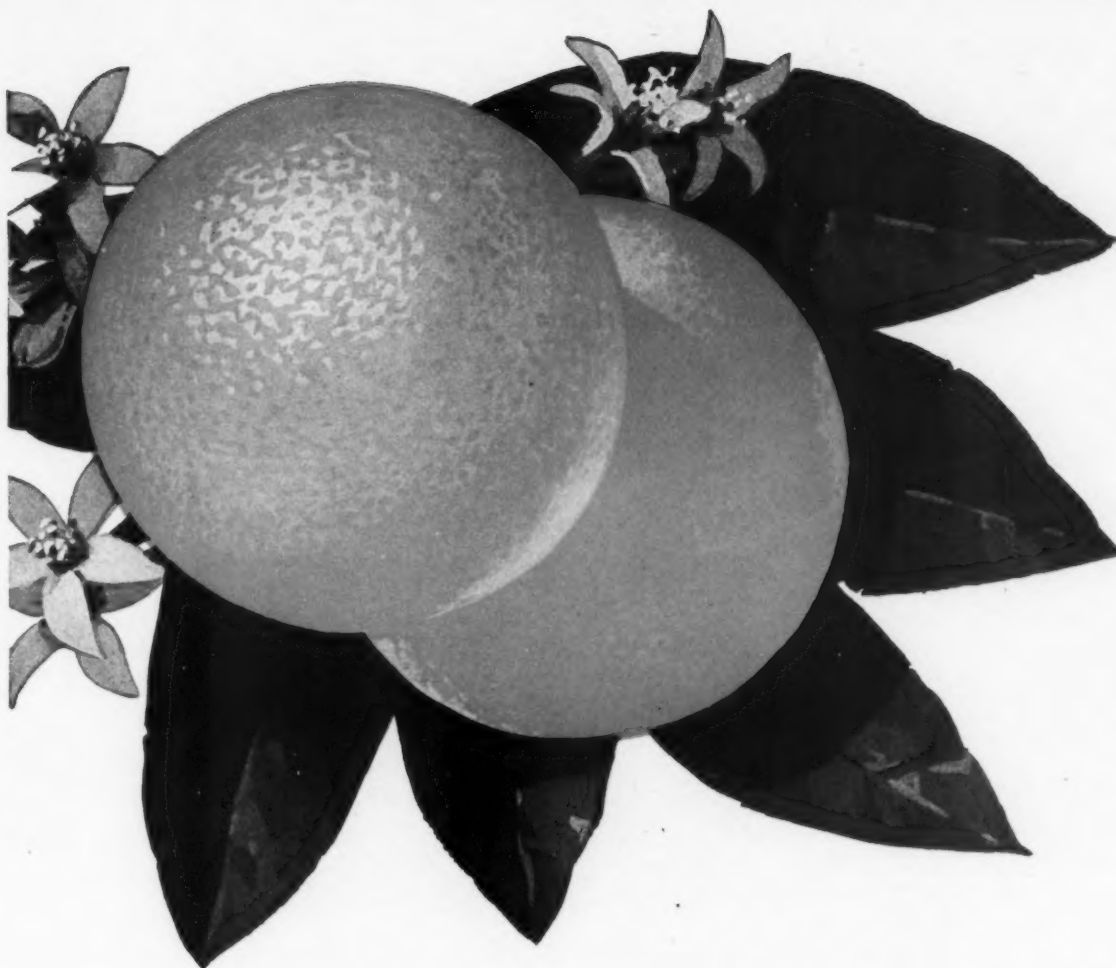
When it was established, largely through the work of C. W. Rose and his many co-workers, that the 8 "indispensable" Amino Acids could be fed to protein-deficient persons and could replace almost entirely all the desirable and necessary proteins supplied by a properly mixed and balanced diet, a new age in nutritional history was opened for those who run and can read. For, whether we like to admit or not, it has been shown that even we in America, with our wide choice of an almost infinite variety of foodstuffs, suffer too commonly from protein-deficiency. But, it should be observed, this protein-deficiency does not necessarily mean that persons are not eating *enough* proteins but that the *kinds* of proteins consumed are not balanced with regard to the "indispensable" Amino Acids resulting from them.

Apart from the tens of thousands of persons throughout the world who do not realize that they are not taking a daily diet properly balanced in the proteins and the essential Amino Acids resulting therefrom, some of whom may be momentarily satisfied with a quick-energy Candy Bar, there are ten times that number of people who, for one reason or another, are necessarily on restricted diets deficient in the desirable proteins or their Amino Acids. There are, to mention only a few classes

of protein-deficient people recognized as such, those on the border-line of starvation, the very poor and aged, the invalids and convalescents, and those suffering from digestive troubles, such as stomach-ulcers (many cases of which have been cured by controlled diets of the Amino Acids). And, in a recent discussion on the possibility of the Amino Acids developing into another racket, "Drug and Cosmetic Industry" (1945 LVI, 301) stated with some emphasis that "this branch of medical science (Amino Acids) promises to be one of the most important in years to come, due to the fact that the medical profession is realizing that the diseases of old age can be largely prevented if ageing people who, because of their increasing years, take less food or eat more restricted diets, are given proper food supplements. Also because of the increased life-span due to greater control over diseases, the number of ageing people who require treatment now constitutes perhaps the largest group requiring intelligent medical treatment." And, while medical treatment is always to be recommended to those inclined to play around the border-line of scientific nutrition, there can be no hesitation in recommending properly balanced Amino Acids as a supplementary diet to be taken between meals, if so desired, in the form of Candy, Biscuits, Crackers, etc., or, as such, with a glass of water. And this surely should appeal to any nutritionally-minded branch of the Food Industry that fell heavily for the less positive vitamins, and which is boasting that its products are primarily a pleasant food.

Publicity for the Amino Acids arose largely through the successful application of the knowledge acquired during many years of study in Nutrition to the starving populations of Europe. A man or child who is starving, or who is in the state of only semi-starvation, loses his normal capacity to assimilate and absorb any coarse fare of the ordinary kind owing to disuse of his digestive organs. He has then to be treated with utmost care if he is to survive and, at first, has to be fed with small amounts of concentrated nourishment (preferably high in readily assimilable nitrogenous substances with some light carbohydrates), which, however, must put no undue strain upon his digestive tracts. And this is where the "hydrolysates" (Amino Acids or hydrolysed or semi-digested proteins) come into their own, though, in the worst cases of starvation, the patients have to be fed intravenously at the outset. But the successful treatment of many thousands of starving persons, young and old, with Amino Acids administered through the mouth, as a sole preliminary and, later, as a supplementary diet, was necessarily spotted by reporters in the daily press as "News", and, doubtless, will be played up even more in the future (See "Life", March 1st, 1946).

The difference between genuine starvation and the mere desire to assuage the pangs of hunger is, of course, considerable, yet those who are just hungry, and particularly those who imagine that they are getting sufficient and proper nourishment from a Candy Bar at lunch-time, should receive some consideration at the hands of the Candy-nutritionists. A Candy Bar fortified with a proper mixture of the "indispensable" Amino Acids would certainly be entitled to be called a "food" of high nutritive value, and it should not be impossible to make a satisfactory product at a reasonably cheap price. With the traditional interest displayed by the Candy Industry in the growing generation and in those elders who eat Candy as a FOOD, it would appear that the Amino Acids should fit in very well with its future nutritional intentions.



You can't afford not to use it !

The flavor you put in your product is the *decisive ingredient*. For flavor is what the consumer buys. He judges *quality* by *taste*.

Exchange Oil of Orange gives you more *real orange flavor*, drop for drop or pound for pound, than any other orange oil. That's why more leading American manufacturers use it.

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Compare Exchange Oil of Orange with any other offered. Give it all your tests for *quality*, *uniformity* and *strength*. Then you will buy Exchange Brand.





THE *Manufacturing* RETAILER



War Veterans Turn Home Into Candy Plant

In Fort Atkinson, Wis., two veterans, Gordon and Russell Kemmeter, are answering the confectionery industry's important question: What are ex-GI's planning to do in candy manufacturing?

With limited supplies and facilities, the Kemmeters are producing assorted chocolates in 14 flavors (including fruit centers), peppermint patties, peanut brittle, anise drops, and horehound. And they are already selling these candies in six different Wisconsin cities.

"The candy business was probably one of the least talked of possibilities by GI's while we were in the army," says Gordon Kemmeter. My father, John Kemmeter, however, had been a candy maker for many years and had been making candy as a hobby in recent years. As we had part of the equipment necessary, and as we both wanted to get into some business of our own, my brother and I chose candy making."

Both Gordon and Russell Kemmeter were separated as first lieu-

tenants from the army air forces last November. Their father had died six weeks previous. His candy kitchen had been closed and the space taken over by a store.



PACKING BOXES in the Kemmeters' "home" plant, Fort Atkinson, Wis. The Kemmeter brothers both served in the Army Air Forces during the War, entered candy-making because "they like it." Helping is Mrs. Gordon Kemmeter.

Undaunted, however, the brothers turned their home itself into a candy plant. A large sunroom, with windows on three sides, was closed off and made into a cooking room, complete with all equipment and a large

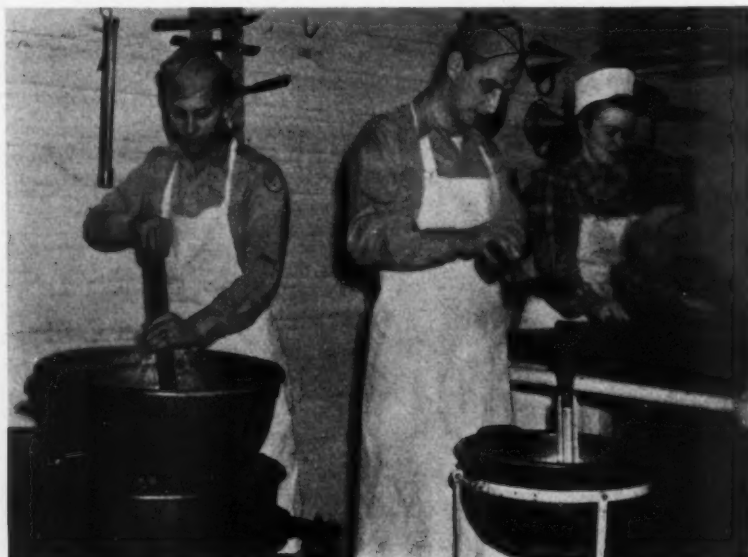
flagstone on which the candy is cooled, worked, and cut into size. A small room with an east exposure was turned into the chocolate room, where each piece of candy is hand

dipped. The combination dining-living room was made into the boxing and shipping room.

Actual production is an all-family affair. Gordon Kemmeter does the mixing and cooking; he has his father's gift for producing taste thrills in candies and his father's constant enthusiasm for improvement. Gordon's wife, Jean, and his brother, Russell, (who also attends the University of Wisconsin) do the rolling and the packing. Mrs. John Kemmeter, the boys' mother, gives them all a helpful hand.

Supplies for the Kemmeter veterans, as for all manufacturing confectioners, are a major problem. The brothers received a special GI base allotment of 16,000 pounds of sugar; it is, however, far from adequate to meet demand for their candy. Additional allotments are available only as base sugar percentages are raised. Chocolate and glucose, though, Gor-

(Please turn to page 32)



THE KEMMETERS—Russell, Gordon, and Gordon's wife—at work in their candy kitchen. The veterans' new firm makes assorted chocolates in 14 flavors, sells in six cities.



HOW FLO-SWEET SUGAR IS MADE CLEANER

Because we have pioneered and specialized in this one field, our plant incorporates many notable features, and is unsurpassed in its facilities for producing and delivering *clean* liquid sugar.

CENTRIFUGAL PURIFICATION—The latest, high-speed centrifugals completely separate impurities from the crystals in raw sugar.

CHAR PURIFICATION—By both bone-char and vegetable-char treatment. This brings Flo-Sweet Liquid Sugar to the peak of quality.

IMPROVED DEFECCATION—All sugar liquid passing through our refinery is defeccated by an improved method for increased purity.

CONTROL LABORATORIES—Various plant control laboratories constantly check on the quality and purity of Flo-Sweet.

Copyright 1946 by Refined Syrups & Sugars, Inc.

Keeping bagged sugar clean during transit, storage and handling in the plant is usually impossible. There are too many chances for bag lint to work in—for dust and dirt to shake off the bags into the mix.

Flo-Sweet is "sealed-clean"

Such contamination is *impossible* with Flo-Sweet Liquid Sugar. Flo-Sweet leaves our filters a highly purified, sparkling, clear liquid and goes into your mixers in exactly the same condition. Dirt is *sealed out* by delivery in tank trucks and tank cars to closed pipe lines, storage in closed tanks. To put it in process, you open a valve and it f-l-o-w-s through pipes right into the mix. *Not a finger can touch it.*

Efficient and economical, too

By saving man-power, relieving the strain on elevators and other equipment and saving valuable floor space, Flo-Sweet cuts manufacturing costs as well as insures cleanliness. We'll be glad to show you how fast a Flo-Sweet installation pays for itself.

FLO-SWEET

LIQUID SUGAR

THE TRADEMARKED SUGAR THAT F-L-O-W-S

A product of REFINED SYRUPS & SUGARS, INC.
Yonkers 1, N. Y.

ORIGINATORS AND MANUFACTURERS OF LIQUID SUGAR

for June, 1946

page 29

Sanitation, Modern Production Methods Are Stressed by JAMES, INC.

By CLYDE C. HALL

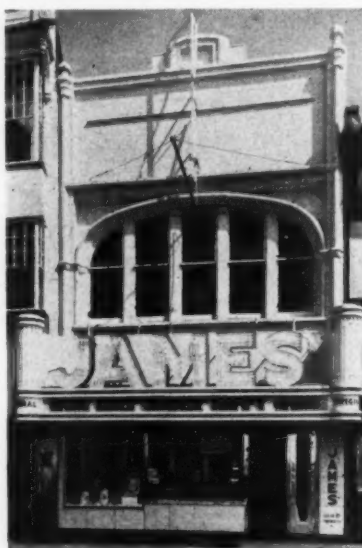
The Manufacturing Confectioner

On Atlantic City's famous boardwalk is James', Inc., manufacturer of salt water taffy and chocolate-covered salt water taffy. Originally established in 1905 by Enoch James, the firm has consistently stressed quality production, utmost sanitation, and modern methods. That James' conscientious workmanship has been recognized is apparent in its advertising slogan: "The World's Largest Manufacturer of Salt Water Taffy."

Although legend has it that salt water taffy originally developed from accidental dampening by ocean spray of a candy stand and its wares on the old Atlantic City boardwalk—just a few feet above sand level—one night in 1883, James and his sons, Lee G. and H. E., revolutionized the entire process of manufacture.

A recipe for salt water taffy that would not "pull out the teeth" was developed. Stickiness that made early taffy and its wrapper inseparable was eliminated. New, piquant flavors were introduced. Spotless, sanitary kitchens utilized the first automatic machinery and eliminated perspiring hands to pull taffy. Operators wore immaculate white uniforms.

Wrappers wore white sanitary gloves. The firm also was the first to adopt all-automatic machinery for



making, wrapping and packing salt water taffy.

In the rear of the main retail store, James has a manufacturing plant which supplies candy directly to the

store, thus assuring freshness. The plant is 50' x 150', four stories high, and a basement. There are over 2,500 lights of glass. It is a daylight plant, with every modern machine to produce quality confections.

Today James' modern store at 1519 Boardwalk is a model of cleanliness and sanitation. Employees' uniforms, walls, display stands, all are spotlessly white. Selling counter tops are of attractive black. An immaculate taffy machine in the window is glass enclosed. Comfortable chairs are provided for convenience of customers.

Attractive Shadow Boxes

Interior of the James' store is remarkable for its airiness and feeling of roominess. Cheerful, smiling clerks are able to work quickly and efficiently behind its straight-line series of counters and display cases. Attractive breast-pocket handkerchiefs add personal brightness to their uniforms. Display stands and shadow boxes parallel to the counters and display cases attractively feature various packages.

James' store manager harmoniously contrasts pleasing colors of packages and display materials with the gleaming whiteness of the store itself. Behind the slanting-glass-front display cases, open packages with angle flaps of varying colored foils readily catch the customers' attention. Especially attractive is a chocolate-covered salt water taffy package with extended, delicate green flaps of foil on which red foil triangles are centered. Attention is also gained by skilfully contrasting smaller packages, on the narrower upper shelves of the display cases, with larger packages at the bottom, where packages are displayed on ruffled yellow, pink, or orchid silk.

Highly effective, angled shadow boxes on the wall immediately op-



ABOVE—Facade of James' store on Atlantic City's famous boardwalk is pleasantly designed to attract attention of boardwalk visitors.

LEFT—Interior of James' store is model of cleanliness, airiness, and roominess. Efficient layout helps speed service to customers.

Why you get Uniform Lecithin Action

every time...with **CENTROL**



CENTROL...first choice of many of America's largest lecithin users...is laboratory-controlled from bean to finished product

CENTROL FITS INTO YOUR FORMULAS, stays fitted, requires no formula juggling. You get uniform lecithin performance every time...because Centrol is a uniform product...processed under strict laboratory control from bean to drum. *One* responsible processor (one of the largest in the world) checks every processing step with scientific precision.

YOUR OWN LABORATORY will recognize the maximum uniformity achieved by one-organization control. Technicians will recognize, too, the superior lecithin characteristics of CENTROL. It's made only from select quality yellow soybeans, using the most modern methods and equipment and a special deodorizing process.

MANY TYPES OF CENTROL are available for various applications—in 25, 50, 125, 215 and 500 pound drums. Write, today. Tell us of your

TO THE MANUFACTURING CONFECTIONER...CENTROL (LECITHIN) BRINGS THESE ADVANTAGES:

- Maximum reduction of chocolate viscosity per unit of Centrol used
- Easier mixing and handling through reduction of surface tension
- Finer, smoother finish, longer-lasting freshness through better dispersal of fats
- Neutrality of odor and blandness of flavor

present or contemplated use. We'll gladly send you a *free sample* of the type best suited to your needs.



CENTROL
LECITHIN

Laboratory-controlled from bean to finished product

A product of CENTRAL SOYA COMPANY, INC., Dept. MC-6, Ft. Wayne 2, Ind. One of the world's largest soybean processors. Canada Distributor: H. Lawton & Co., Toronto

posite the counters display assorted boxes of salt water taffy and toffee in front of mirrors which serve as background of the shadow boxes themselves. These have three glass shelves, a green silk-trimmed base.

Provision is made for customer selection of packages in person by placement of a display stand directly opposite the main counters and cases. Customers entering the store thus have candy displays on both their right and left sides—a feature obviously important in view of the high percentage of buying currently attributed to impulse.

James' effectively captures attention of the hundreds of boardwalk shoppers and strollers by a unique motion display in the store window. Featured is a flag-topped post office with a little man on each side of its extended base manipulating a crank that draws, on an endless belt, small barrels of salt water taffy from an opening. Signs and post cards invite onlookers to "Send a Barrel of Salt Water Taffy." Immediately beyond the apparatus stands the previously mentioned glass-enclosed taffy machine, operation of which also is highly attention-getting.

Billboard Advertising Used

James' billboard advertising along the highways leading in to Atlantic City is certain to draw considerable interest. The firm uses a series of signs, one after the other, featuring its barrel packages of salt water taffy. In bright orange, the billboards are clearly readable even from railroad cars which, a couple hundred yards away, daily bring hundreds of vacationers and conventioners to Atlantic City. An amusement publication that goes to hotel desks and school papers are also used.

Most unique of James' mailing packages is its barrel container of pressed pulpboard. About 10 inches high, it contains 17 ounces of salt water taffy. A paper board liner and bag protect the contents which are, in turn, double wrapped in red and white wax paper. The barrel has a special insert top imprinted with directions for cutting out a coin slot and converting the barrel into a future-use "barrel bank." (So interesting, incidentally, have these barrel banks proved themselves to adults and children alike, that the firm has had requests for banks marked other than for children named James. Explanation is, of course, that James' uses its firm name imprinted in blue on the sides of the barrel.) The top's design also includes the James'

JAMES' modern "day-light" plant, Atlantic City, N.J., has over 2,500 lights of glass, is equipped with every modern machine. In the rear of the firm's main retail store, it is 50' x 150', four stories high and a basement.



trade mark insignia, contents and ingredients statement, patent number, address, and the slogan: "Cut-To-Fit-The-Mouth," which was adopted after research by the firm indicated candy customers prefer taffy pieces of an easy eating size.

Special outer containers are provided for customers who wish to carry home taffy with them and special heavy board containers are provided for mailing. Design incorporates the slogan, barrel picture, trade name, and the announcement: "A Taste of the Sea Shore—A Barrel of James' Original Salt Water Taffy."

"Tray-Packed" Boxes

For customers with varied candy preferences, James' uses boxes of two-, three-, and five-pound sizes which contain two, three and five individual one-pound boxes of customer-selected candy, respectively. James' has also developed a special "tray packed box" which contains three rows of taffy wrapped in flavor-distinguishing colored foils and set in compartments holding two pieces of each type. Permitting easy selection, the flavor of each piece is plainly readable under the transparent inner protective covering of the box.

James' mail order business is tremendous and, before the war, the firm annually shipped thousands of pounds of salt water taffy to all parts of the world. Customers from all over the nation regularly send in for taffy, and visitors to the store at 1519 Boardwalk are afforded the opportunity of seeing packages readied for mailing at the store's own mail office. A post card is sent immediately on purchase of a "barrel of salt water taffy" to the designated recipient. Obverse side features a man pushing a barrel on a hand truck and saying: "There's a barrelful of James' Salt Water Taffy on its way to YOU." A lower line adds: "Direct from Atlantic City." Reverse side provides place for the addressee,

the address, and name of the person sending the candy gift. A well-worded advertising message over James' insignia reads: "Just ordered a barrel of the best salt-water taffy you ever tasted."

Veterans

(Continued from page 28)

don Kemmeter says are "most difficult to obtain." He adds that supply firms give them "no particular preference, but the Senneff-Herr Co. of Sterling, Ill.; J. W. Allen Co., of Chicago; and the Ambrosia Chocolate Co., of Milwaukee have been very helpful."

Production space is another problem for the Kemmeters. They hope to move soon into another house and to devote their present home entirely to candy making. For the future they have already planned a 34x40-foot modern factory building, but it, too, has to wait an easing of supplies.

"We had planned to put up a two-story building 34x40 feet, with a 14x17-foot sales room in front," says Gordon Kemmeter. "We have postponed it for at least a year, however. Although we can get a priority, we can't get a guarantee that there will be materials to use it on. Until building materials become a bit plentiful, we will have about 1,500 sq. ft. of floor space."

Difficult as present production is, the Kemmeters face the future with confidence. Millions of GI's got into the candy habit while in the army, Gordon Kemmeter says, and a lot of them will keep it after they get out. This should cause a greater demand than ever before.

"Judging from army conversations," he adds, "the candy business probably won't be too crowded with veterans. If any former GI is thinking of going into candy, now is the time to do it."

He also suggests that veterans will find their nearest OPA industrial sugar ration board will help in obtaining many other supplies.



DELIGHTFUL as pure MAPLE SUGAR itself

350 MAPLE IMITATION



Leading candy manufacturers are going *all out* for this pleasing flavor. The reason? 350 Maple—Imitation gives your confections a deliciousness comparable to the taste of pure maple sugar. That's why this popular flavor continues to hold its longstanding position as the industry's favorite for creams, caramels, toffy and fudges.

If you're *not* already one of the many users of 350 Maple—Imitation, order a trial gallon today!

TRIAL GALLON.....\$8.00
CASES (4-1 gals.)\$7.50 per gal.
Delivered from our nearest warehouse



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Advancements in Development and Use of Soy Albumen

By J. R. TURNER

*Food Products Division
Central Soya Co., Inc.*

Soy albumen, although a product of war time scarcities, is rapidly growing up to find a permanent "niche" as an essential ingredient to the manufacture of certain types of candy.

The soy albumens available as late as 1945 were deficient to such an extent that many manufacturing confectioners looked on them merely as substitutes and extenders for egg albumen. It was used extensively by the confectionery industry only because eggs had gone to war and egg albumen couldn't be obtained in sufficient quantities to go around. Several progressive confectionery manufacturers, seeing a place for an improved soy albumen in their industry encouraged the soy processors to institute extensive research programs in this field. As a result, some of the leading soy processors have spent large sums of money and their chemical, engineering and food research staffs have devoted several years to perfecting soy albumen to its present high standards.

The new improved soy albumen, which is now available in commercial quantities, is a highly refined food protein product with exceptional characteristics and functional properties. This soy albumen is not a substitute or extender but a worthy competitor to egg albumen for certain applications in the manufacture of candy. Practically all of the confectioner's objections to the first soy albumen have now been overcome.

The new soy albumen is a relatively bland, white powder, which has exceptional "whipping" or aerating properties in the preparation of such confectionery products as nougats, creams, kisses, fudge, divinity and the like. It is quite soluble in water or syrup, requires no soaking for it dissolves very quickly. It "whips-up" fast to a large volume of small uniform air cells which produce an extremely smooth "creamy" mass.

Non-Coagulating Properties Advantageous

Soy albumen proteins, unlike egg albumen proteins, do not coagulate on being subjected to heat. As a result, soy albumen produces a short tender texture which contributes improved eating qualities to candies made with it. The non-coagulating properties of soy albumen proteins produce moisture stability in the finished candy which prolongs "freshness". Thus, we see that distinct advantages are obtained from non-coagulating proteins in the manufacture of candy which at least, offsets the advantages secured from heat coagulating protein "whipping" agents.

Heretofore, it has generally been considered necessary to employ egg albumen for its heat coagulating properties to produce frappes, nougat creams or mazettas with sufficient stability or "stand-up" properties to retain the air cells in the final candy and hold its shape. While this characteristic is undoubtedly beneficial in certain types

of aerated candies, the problem can be solved from a different approach with comparable results through the simple expedient of controlling the total moisture in the batch.

The chief function of a "whipping" or aerating agent in the manufacture of candy is to incorporate air into the batch in a finely divided state so that the finished piece of candy will be large in relation to its weight, white in color when desired and have a characteristic short tender eating quality. The "whipping" agent should also be bland in taste so that it won't affect the flavor of the candy. After the air cells are properly formed in the frappe, nougat cream or mazetta and incorporated into the final batch, completely surrounded and bound in a sugary-syrup phase containing a low ratio of moisture, it is obvious the final piece of candy will stand up and retain its form under the most adverse conditions regardless of whether the proteins of the whipping agent are coagulated or not.

Stability or "stand-up" properties in aerated candies depend primarily on removing sufficient moisture from the syrup batches during cooking to reduce the total moisture in the finished candy to a level that will produce the "stand-up" properties desired. Graining also contributes to "stand-up" properties when it is employed.

As soy albumen "whips up" to a much greater volume than egg albumen in frappes and the like, the soy albumen requires less moisture than is generally employed with egg albumen.

Methods of Testing "Whipping" Properties

The standard method of grading and testing the whipping ability of egg albumen is not a suitable method of evaluating the whipping ability and stability of soy albumen. This method is simply a measurement of the foam volume obtained from 1½ ounces of egg albumen dissolved into 15 ounces of water, and whipped 1½ minutes at low speed and 1½ minutes at high speed in a 10 quart standard Hobart beater with a wire whip. After the wire whip is removed, the foam is leveled off and measured in depth with a 12 inch ruler.

There is a marked correlation in the performance of egg albumen in this test and its behavior in a confectioner's frappe, etc., which does not exist at all with soy albumen. To test and evaluate the whipping ability and stability of soy albumen, it is necessary to whip it in the presence of a sugar and/or syrup media having a relatively low total moisture content (15 to 19%) approximating the conditions under which it will be used in the production of candy.

There are only two simple precautionary measures to observe in using soy albumen exclusively in the production of candy. (1) Do not permit the moisture content

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CONFECTIONERY ANALYSIS and COMPOSITION

By

STROUD JORDAN

M.S., Ph.D.

and

KATHERYN E. LANGWILL

M.S., Ph.D.

Confectionery Analysis and Composition is Dr. Jordan's fourth fact-filled book in his famous authoritative series of "Confectionery Studies," which include the well-known volumes on *Confectionery Problems*, *Confectionery Standards*, and *Chocolate Evaluation*. Manager of the Manufacturers Service Division, American Sugar Refining Co., Dr. Jordan has also written numerous helpful and authoritative articles for *The Manufacturing Confectioner*.

Dr. Langwill is Assistant Professor of Nutrition, Drexel Institute of Technology, former Technical Editor of *The Manufacturing Confectioner*, and author of numerous technical articles.

Dr. Jordan and Dr. Langwill skilfully present in this volume a thorough study of applicable methods of analysis and procedures and a comprehensive assemblage of data covering composition of basic raw materials and of finished confections in which they have been employed. Handy tables and graphs are also given.

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of the frappe, nougat cream or mazetta batch to become excessive. In most cases 18% total moisture in the frappe batch is the maximum amount necessary to produce the volume desired. If there is too much free moisture in the frappe, the volume will be some greater, but the "stand up" properties of the frappe batch will be correspondingly weaker. In short, excess moisture is the contributing factor to the lack of sufficient stability in the frappe batch. (2) Incorporate the frappe, nougat cream or mazetta into the main batch as soon as possible after being prepared. If frappes, etc. are permitted to stand around and age over 12 hours before being incorporated into the final batch, some of the "stand-up" properties and volume will be lost. A fresh made frappe will always produce better results than one which has aged for several days whether made with egg or soy albumen.

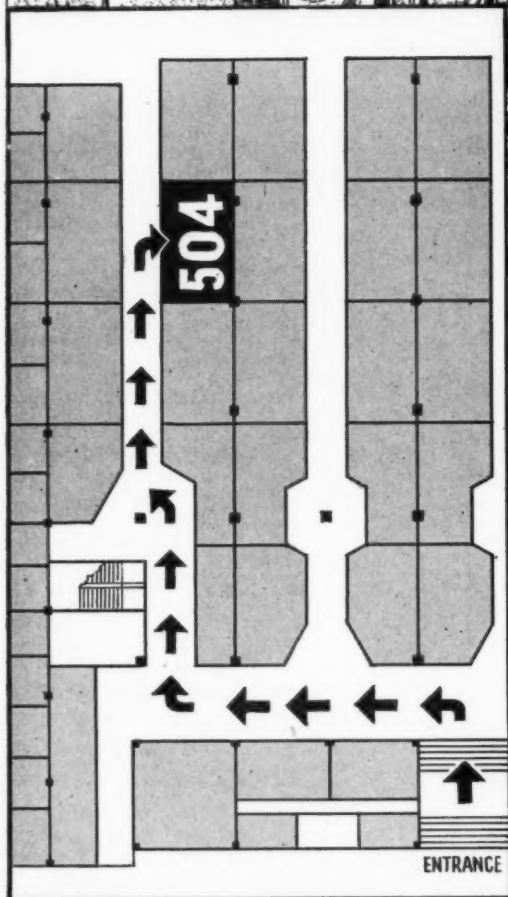
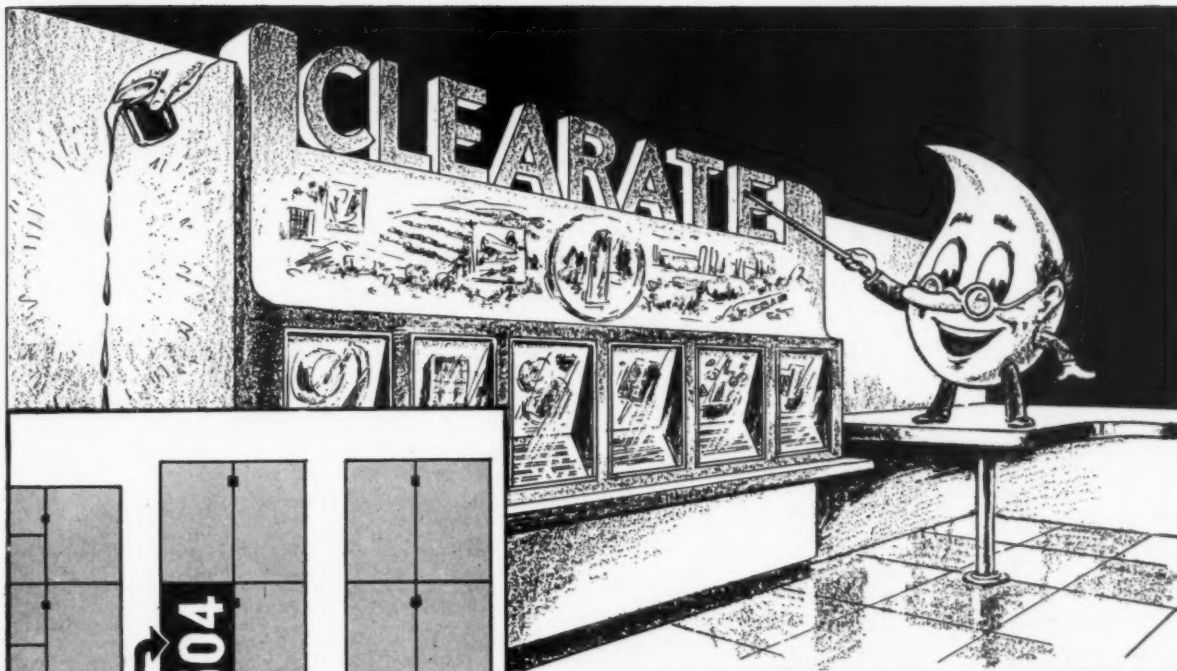
Where these two simple precautions have been followed, the new soy albumen has always proven quite adequate for practically all types of aerated candies without the addition of heat coagulating materials or other stabilizing agents.

Experience with the new soy albumen indicates that optimum stability and volume in a frappe, nougat cream or mazetta is obtained with a ratio of 2 lbs. soy albumen to 4 lbs. water to 100 lbs. syrup. The syrup should be cooked high enough so that the total moisture in the finished frappe will not exceed 18%. This ratio produces a frappe, etc. weighing from 4 to 4½ lbs. per gallon, depending on the type and kind of sugars and syrups used. This ratio also produces frappes with exceptionally good stability which won't separate over a period of weeks. More than two pounds of soy albumen or an increase in the moisture will, of course, produce more volume, but there will be a corresponding loss in the "stand-up" properties. If an exceptionally light weight candy is being produced, better results will be obtained by using more frappe, etc., than in attempting to produce a lighter weight frappe by increasing the amount of soy albumen or total moisture.

In the production of bars and other types of candy where the same piece is being continuously manufactured in large volume, the special characteristics of the new soy albumen have proven time saving and advantageous in many ways:

- 1.—Standardized to a uniform high quality and performance. Eliminates changes in formulas due to variations in behavior of the albumen.
- 2.—Requires no soaking. Highly soluble and dissolves very quickly in syrup or water. No waste or loss from spoilage of albumen solutions. Saves time and labor of dissolving albumen.
- 3.—Eliminates variations in albumen content and "whipping" performance of batches. The exact (weighed) quantity in dry form may be added to each batch without delays in production. Insures uniform results in finished candy.
- 4.—"Whips up" much faster and to a greater volume than egg albumen. Saves time. May be "whipped up" in presence of uncooked or cooked syrup to speed up production and produce more volume with better aerated textures.

While great strides have been made during the past year in perfecting soy albumen to its present high standards and the acceptance of it by the confectionery industry has been most gratifying, the future promises more advancements. Further research and experience with the use of soy albumen will not only bring about improvements in the product, but a greater appreciation of its functional characteristics and how to use it more advantageously.



PRACTICAL HELP AWAITS YOU AT **BOOTH N° 504** CONFECTIONERY INDUSTRIES EXPOSITION

Whether you come for advice or just to say "Hello," you will find men who speak your language at Booth No. 504. They know confectioners' problems because they have spent years helping solve them — and have kept abreast of the changing methods and ingredients. That's why they make Clearate, "Lecithin at its Best" — to help confectioners. They want you to get the most from lecithin and to know the many ways in which Clearate can help you.

At Booth No. 504 you will find "trouble-shooting" for your particular problem if you need it, complete literature on the use of lecithin, and a hearty welcome. Do not fail to stop in.

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The money we have contributed to the Council on Candy during the past two years is considered as an investment instead of an item of expense.

Snyder

BROCK CANDY COMPANY

The Council on Candy program is the most constructive step ever taken by our industry.

Brock

MISS SAYLOR'S CHOCOLATES

One does not hesitate to insure his life or his property from fire or other damage. Then why should one hesitate to insure the growth of his business by investing in the Council on Candy program.

Saylor

WILLIAMSON CANDY COMPANY

Council program is a very effective means of influencing public opinion to the benefit of all in the industry.

George E. Williamson

HENRY HEIDE, INC.

The Council on Candy, through its advertising campaign, is not only making the American public aware of the deliciousness of its product, but also its nutritive value. As this campaign continues along the constructive methods it has adopted, the consumption of candies should increase immeasurably.

Henry Heide

JAMES O. WELCH CO.

The Council on Candy is doing an excellent job of long-range planning towards increasing the size and standing of the candy business among the food industries of the nation.

Robert H. Welch

MARS, INC.

The Council on Candy has demonstrated its awareness of the almost unlimited market for good candy which can be tapped only by honest, convincing advertising designed to make more people "candy conscious"; and to that end we may all benefit by united and cooperative effort.

K. H. Mars

JUST BORN, INC.

With the many forces existent that are trying to discourage all use of candy, the Council on Candy program is a most essential necessity to tell the consuming public the benefits of candy, not only for the preservation, but also for the expansion of our industry.

Just Born

NEW ENGLAND CONFECTIONERY COMPANY

The efforts of the Council on Candy represent a national industry effort to tell the story of candy to the American people with the objective of having more people eat more candy more often.

Emileddy

TRUDEAU CANDIES, INC.

Every dollar invested now in the Council on Candy by manufacturers, wholesalers, and retailers of candy means larger volume and additional profit in the years ahead.

Trudeau

NATIONAL CANDY COMPANY

Without the Council's program, not only would consumer interest in candy have declined because of its absence from the market, but many erroneous theories as to its nutritional value might have become accepted as established facts.

J. F. Voss

GEORGE ZIEGLER COMPANY

The intensified advertising campaign put on by the Council on Candy is paying and will continue to pay our industry big dividends, not only in the sense of cash profit, but in enlightening the public in general, and the doctors, dietitians and nutritionists in particular, on the true value of candy as a food.

George Ziegler

QUAKER CITY

CHOCOLATE AND CONFECTIONERY CO., INC.

The Council on Candy has done a tremendous job for the industry. It is perfectly obvious that a continuation and, if possible, enlargement of these endeavors are a "must program" for the candy business.

Quaker City

HAWLEY & HOOPS

The Advertising Campaign is arousing the attention of the consumer to a better understanding of the value of candy and its nutritional content.

Teachers of nutrition are being educated by this campaign, and this alone should be very helpful to the future of the candy industry.

Hawley & Hoops

PAUL F. BEICH CO.

We believe that the Council on Candy advertising is vitally necessary to the candy business in postwar years.

Paul F. Beich

The testimonials reproduced above are typical of the hundreds which the Council has received to date endorsing its activities. Not only with words but with money is the industry backing its drive for millions of new customers.

Council on Candy Program

***There's "CAN DO IN CANDY" . . . and
There's Plenty of "CAN DO" in the
1946 Program of the Council on Candy***

TO THE CONSUMING PUBLIC

Consistent advertising is appearing regularly in America's powerful weekly publications, *LIFE* and *THE SATURDAY EVENING POST*. Together these magazines reach and influence 33 million potential customers for candy.

These advertisements are dominating and dramatic. Each is a full-color, bleed page, with a main illustration featuring candy in American life, framed in a romantic heart shape. There is a double-barreled theme in every one: Candy is energy food . . . Candy contributes to the joy of living.

PUBLICITY - Magazine, newspaper and radio

The Council is the industry's spokesman, pouring out a steady stream of information and features on candy for magazine and newspaper editors. Radio commentators are supplied with facts about candy for use in their regular broadcasts. The Council answers unfavorable publicity by promptly supplying critics with the true facts on candy.

TO PROFESSIONAL PEOPLE

A constant barrage of information on candy's place in good nutrition is directed to members of the medical and teaching professions through advertisements in 21 medical journals and 5 publications in the education field.

Impressive and authoritative material for classroom use is distributed to home economics instructors who help mold the opinions of the mothers of tomorrow.

for June, 1946

VALUABLE SUPPLEMENTARY SERVICES FOR THE CANDY INDUSTRY

Reprints of national ads are supplied at cost for use and distribution by individual companies for merchandising in connection with their own products.

The Council on Candy Report, distributed monthly, keeps 12,000 industry members up-to-date on Council activities.

DISTRIBUTION PROGRAM - The industry's distribution and sales training program is financed through Council funds.

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page 41

Pectin Speeds Production of Tasty Jellied Candies

Jellied candies made with pectin, a natural fruit product, can be quickly and easily made. Formulas for these colorful, tasty candies, however, must be carefully followed. Materials should be accurately weighed, placed in the kettle in the proper order, and cooked to the proper finishing temperature. All the required amount of moisture must be evaporated during the cooking process, as pectin is a moisture binder and pectin jellies do not give up moisture easily. This accounts for their long shelf life and makes it unnecessary and inadvisable to place pectin jellies in a dry room.

Thermometers, when used as the sole means of determining the finishing point, should be checked frequently for accuracy. Use of a refractometer is recommended, as it is an accurate, easily-used instrument.

Varied Types Obtainable

A direct relationship exists between the amount of pectin and acid used and the sugar concentration of the final product. Varying them results, therefore, in different types and character of jellies and also in the time of the setting period. A firmer jelly is obtained by increasing the amount of Confecto-Jel, a Speas Company dry powdered pectin mixture adjusted for high temperature work. A gummy, chewy, and stringy jelly can be obtained by raising the finishing temperature. A tender jelly is obtained by using less of the pectin mixture. A short, more brittle jelly is obtained by using more and by lowering the cooking temperature. Use of too much pectin mixture or cooking to too high a temperature decreases the casting or pouring time, so that when varying the formula the time limits for handling the batch must be taken into consideration. Batches of any size, however, that can be handled properly may be made.

Acid should not be added when running through a depositor, as it shortens the setting time and causes the jelly to become too thick to handle properly. Citric acid can be added, however, when the jelly is to be poured immediately on a slab. As the setting action will commence very quickly, the jelly must be poured at once. When handling large batches, it is best to draw off the amount to be poured on the slab into a container and to add the acid to that portion only. Two to four ounces of dry citric acid by weight dissolved in one-half pint of water are usually sufficient for the following batch made by Speas' master formula for cast or cut jellied candies of average tenderness made with Confecto-Jel:

	High Strength Confecto-Jel	Regular Confecto-Jel
Confecto-Jel	1 lb. 3 oz.	3.5 lbs.
Water	50 lbs.	50 lbs.
Corn Syrup, 43° Baume	50 lbs.	50 lbs.
Sugar	50 lbs.	50 lbs.
Total kettle batch	151.2 lbs.	153.5 lbs.
Yield at 82.5% soluble solids	111 lbs.	

Procedure is as follows for the master formula:

1.—Mix Confecto-Jel with five pounds of sugar in a dry container.

2.—Place water in kettle.

3.—Add Confecto-Jel sugar mixture slowly to water while stirring, and bring to a boil while stirring.

4.—Add 50 pounds of corn syrup slowly while continuing the boiling.

5.—Add remaining 45 pounds of sugar slowly while continuing the boiling. Cook to 20° F. above the boiling point of water on your thermometer to secure approximately 82.5 per cent sugar solids in the final product. Do not follow sheeting or string test, as pectin jellies will show this test long before the cooking is completed.

6.—Flavor and color carefully.

7.—Deposit in starch, or pour on slab. It is desirable to regulate the moisture of the starch into which pectin jellies are cast. Jelly should remain in starch until cool and firmly set.

Sweetness and acidity of the jellied pieces have a direct bearing on the amount of flavoring to use. Flavorings and colorings should be standardized, and care should be used in adding them to the batch so that a particular variety or type of jelly is always uniform. Carelessness in this respect results in poorly colored, unattractively flavored, or over-flavored pieces. The taster, or those who decide such matters, should eat a few pieces within a few minutes, instead of merely nibbling part of one piece. This will yield the same reactions as the consumer obtains to the immediate as well as after-effect of the flavor.

Three-Layer Jellies

Any standard shape, color, and flavor combination can be made. Fruit pulp, ground fruit of all kinds, and nuts can be added. Fruit shaped pieces, slices, and pieces of two or more layers either cast in starch or cut on a slab are easily made. Three-layer jellies with the center layer made by substituting nougat cream or egg whip, pound for pound, for part of the corn syrup, are very attractive. Centers can be made for dipping pieces, and may contain ground fruits or nuts. Interesting and flavorful pieces can be obtained by imbedding or mixing pieces of pectin jellies, not sanded, in other candies, such as marshmallow, nougat, and bars.

When pouring layers of jelly, one on top of the other, allow the first layer to set a short time only until firm. Cast or pour the next layer while it is still hot. In this way the layers will be firmly joined together and will not slip. If the preceding layer is allowed to cool and an attempt made to join them together by dampening, slipping may occur.

Primary purpose of sanding and coating jellies is for their protection and increased attractiveness. All starch should be removed before passing jellies through steam or moisture operation, so that they receive the proper coating. When sanding pectin jellies, steam them

(Please turn to page 46)



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HUDSON EMULSIONS

... in New, Complete Flavor Variety

With **economy** piled on top of **quality** ... it's no wonder that demand for HUDSON LEMON EMULSION, for instance, is going up by leaps and bounds: Compared with Lemon Extract of government required strength, its:

Identical in Flavor Quality ... the same oil of lemon is used in both.

Double in Flavor Quantity ... Hudson Lemon Emulsion contains 10% Oil Lemon to 5% in lemon extract.

Quadruple in Flavor Economy ... Hudson Lemon Emulsion provides twice as much flavor and costs half as much.

Outstanding in Keeping Quality, too!

Sound reasons, every one, why all candy manufacturers should become acquainted with HUDSON EMULSIONS. Lemon and Orange Emulsions are ready. Raspberry, Cherry and Strawberry are in preparation. **WRITE TODAY FOR A TRIAL ORDER!**

And ... take advantage of our excellently equipped and staffed food laboratory. We'll try to solve your flavor problems ... or suggest new or substitute products. **WRITE US** ... without obligation!

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Confectionery Sales Reveal Decline; 25,000,000 Pounds Exported in 1945

With sugar allowances the smallest since rationing started in 1942 and with Government purchases of candy curtailed in the latter part of the year, sales of confectionery manufacturers during 1945 were 3 per cent below 1944, according to monthly studies prepared by the Bureau of the Census.

The 1945 decline was a composite of a 1 per cent increase in the sales of candy manufacture-retailers, an 11 per cent drop in the sales of chocolate manufacturers, and a 2 per cent decrease in the sales of manufacturer-wholesalers.

On a preliminary basis, confectionery production during 1945 was estimated at 2,600,000,000 pounds, valued on the wholesale level at \$625,000,000.

During 1945, the United States imported 62,575,000 pounds of candy valued at \$9,722,000, and also about 12,000,000 pounds of chocolate valued at about \$2,500,000. In the same year, the United States exported about 25,000,000 pounds of candy and confections valued at \$7,000,000 as well as almost 4,000,000 pounds of chewing gum worth about \$2,400,000.

Table I

Sugar Candy and Confectionery: United States Imports, 1943-45 and January 1946				
Source	1943	1944	1945	January 1946
Thousands of pounds				
Cuba	26,941	31,643	49,872	1,327
Dominican Republic	19	negl.	3	0
Mexico	10,423	8,557	3,313	0
Argentina	528	3,511	8,214	142
Canada	513	612	697	negl.
Spain	22	95	176	1
United Kingdom	2	3	2	0
Australia	0	0	298	0
Other countries	1	negl.	negl.	1
Total	38,449	39,421	62,575	1,471
Thousands of dollars				
Cuba	4,655	3,766	6,421	210
Dominican Republic	4	negl.	1	0
Mexico	1,191	520	735	0
Argentina	108	804	2,189	38
Canada	100	149	167	negl.
Spain	13	75	167	1
United Kingdom	3	3	3	0
Australia	0	0	39	0
Other countries	1	negl.	negl.	negl.
Total	6,075	5,317	9,722	249

Source: Bureau of the Census, Department of Commerce.

Manufacturers of confectionery and competitive chocolate products registered a 16 per cent sales decrease in March, 1946, as against the same month of last year, reports J. C. Capt, Director of the Census. Sales were at approximately the same level as in the previous month, but for the first three months of the year, they were 7 per cent below those for the corresponding period of 1945. These data are based on reports of 277 manufacturers throughout the country.

The quantity (based on pounds) of confectionery and competitive chocolate products sold by 181 manufacturers in March, 1946, was 16 per cent short of

the amount sold the same month a year ago. Sales value of these products dropped 14 per cent. Average price per pound increased 2 per cent, from 24.5 cents a year ago to 25.1, but remained about the same as February: 25.2 cents. For the first quarter of the

Table II

Cocoa and Chocolate Products: United States Imports, 1943-45 and January 1946				
Product	1943	1944	1945	January 1946
Thousands of pounds				
Cocoa beans	573,514	681,712	620,875	37,816
Cocoa:				
Unsweetened	2,922	3,387	3,859	60
Sweetened, valued 10c or more per pound	1,701	234	6	negl.
Sweetened, valued less than 10c per pound	1	62	0	1
Chocolate:				
Sweetened, in bars or blocks over 10 pounds	243	346	4,429	51
Sweetened, in other forms, 10c or more per pound	2,914	3,670	1,203	25
Sweetened, in other forms, less than 10c per pound	13	0	0	0
Unsweetened	360	420	6,440	1,229
Thousands of dollars				
Cocoa beans	39,192	46,061	45,898	3,104
Cocoa:				
Unsweetened	324	399	490	9
Sweetened, valued 10c or more per pound	288	34	1	negl.
Sweetened, valued less than 10c per pound	negl.	5	0	negl.
Chocolate:				
Sweetened, in bars or blocks over 10 pounds	75	101	1,168	10
Sweetened, in other forms, 10c or more per pound	735	1/ 938	307	6
Sweetened, in other forms, less than 10c per pound	1	0	0	0
Unsweetened	72	98	1,153	209

1/ Revised.

Source: Bureau of the Census, Department of Commerce.

Table III

Chocolate, Confectionery, Chewing Gum, and Cocoa: United States Exports, 1943-45 and January 1946				
Product	1943	1944	1945	January 1946
Thousands of pounds				
Chocolate	197	454	559	44
Chocolate candy	1,880	6,307	7,317	681
Other candy	1,274	3,487	10,695	247
Confections	2,056	3,509	6,463	256
Cocoa, powdered	412	1,034	1,498	241
Chewing gum	1,895	3,088	3,823	302
Thousands of dollars				
Chocolate	45	103	137	13
Chocolate candy	535	1,708	1,962	184
Other candy	328	954	3,129	94
Confections	584	985	1,974	71
Cocoa, powdered	77	202	302	37
Chewing gum	1,056	1,836	2,404	197

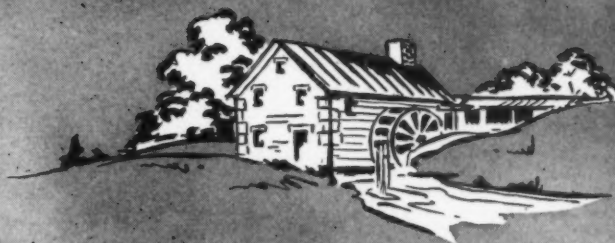
Source: Bureau of the Census, Department of Commerce.

year, the average value per pound was 24.7 cents compared with 23.6 cents for the corresponding period of last year.

Manufacturer-retailers, manufacturers of chocolate



*Through
the Years*



... She Stands for CHOCOLATE Quality Supreme

Since the days of Benjamin Franklin, the Walter Baker's "Chocolate Girl" has symbolized the finest in high quality chocolate products.

That is why generation after generation of discriminating chocolate users

have insisted on the purity and excellence of Baker's products.

When you choose Walter Baker's high quality products, you help to build more profits and an even greater distinction for your business.

WALTER BAKER & COMPANY, INC.

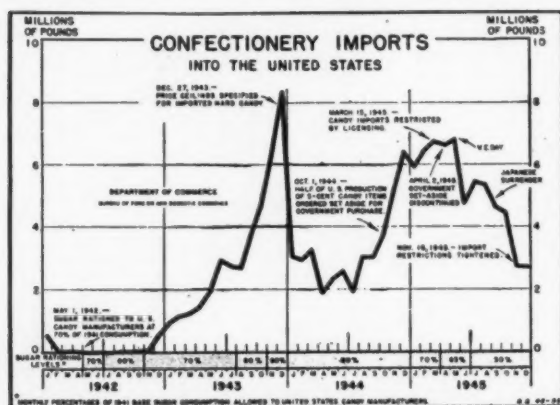
DORCHESTER, MASS.

Since 1780

"A Quality Product for Every Chocolate Use"

products competitive with confectionery, and "other manufacturers" showed sales decreases of 38, 5 and 16 per cent, respectively, when compared with March, 1945. As against February, manufacturer-retailers were off 17 per cent and manufacturers of chocolate products competitive with confectionery were off 8 per cent. "Other manufacturers" rose 5 per cent. In the year-to-date comparison, the sales of manufacturers of chocolate products competitive with confectionery were 11 per cent over those of the same period of 1945, while manufacturer-retailers were 25 per cent lower, and "other manufacturers" were down 9 per cent.

Comparisons of sales this month with March a year ago revealed decreases in all States shown separately in this report. Substantial declines were registered in Pennsylvania (34%), New York (28%), and California (16%). Illinois and Massachusetts also reported decreased sales. Illinois was 10 per cent under and Massachusetts 6 per cent. The Georgia-Florida area reported a rise of 16 per cent, Iowa-Missouri up 14 per cent, Ohio-Indiana and Virginia-West Virginia-North



Carolina, 10 per cent over. The month-to-month comparison of March with February, revealed moderate increases as follows: Massachusetts, 12 per cent; New York, 8 per cent; and California, 6 per cent. Pennsylvania dropped 2 per cent, and Illinois remained virtually unchanged. The Ohio-Indiana and Minnesota-North Dakota-South Dakota-Nebraska areas were at about the same level as in February, while slight changes were recorded for Arkansas-Louisiana-Oklahoma-Texas and the Colorado-Utah regions. For the first quarter of this year, compared with the same period of 1945, Illinois remained unchanged and Pennsylvania dropped 27 per cent.

Coal Strike, Power Restriction Hit Chicago Area Candy Firms

Manufacturing confectioners in the Chicago area were temporarily forced to 24-hour-a-week production last month, when strike-caused coal shortages coupled with governmental limitations on coal supplies produced emergency restriction of electric power output. Most Chicago manufacturers operated on three eight-hour shifts or four six-hour shifts, it was reported. In some instances, also, Chicago coal companies notified candy manufacturers that, during the emergency, no additional coal could be delivered.

So alarming was the situation that Philip P. Gott, president, National Confectioners' Ass'n, sent President Truman a telegram protesting disruption



E. J. BRACH & SONS, one of Chicago's many candy firms cut to a 24-hour work week temporarily by the power restrictions employed two and sometimes three shifts working at the same time to keep all personnel on the job throughout the emergency. Over double the normal number of employees are on this job. (Chicago Daily News photograph.)

of the confectionery industry and allied industries. "Public interest," the wire said in part, "demands that immediate action be taken to alleviate the rapidly increasing hardships caused by the shutdown of coal mines."

Along with other retail outlets, candy stores were limited to four afternoon hours' use of electricity for lighting, on penalty of complete shut-off for violation. Candles, kerosene lanterns, portable battery lights, and hurriedly acquired portable generators were used during other hours. At the present writing, window lighting and illuminated signs still are prohibited.

Pectin Speeds Production

(Continued from page 42)

lightly, then allow them to roll in the sugar crystals, and dry well before packing. As sweating, and even mold, can occur by rushing the packing operation of all kinds of candies that are coated and rolled in sugar, coconut, etc., it is best to allow jellies to dry on the outside by placing them in trays before packing.

The finishing process offers many ways of enhancing candy attractiveness. Large crystals of sugar lightly steamed give the appearance of crystallization. Finer sugar crystals are usually best for smaller pieces. Crystallization can be accomplished by the usual method. Coatings may consist of chocolate, icings, or coconut. Jelly centers enclosed in a green mint icing or a white icing are very attractive.

Suggested variations of the master formula follow:

	Amount of High Strength Confecto-Jel to Use	Amount of Regular Confecto-Jel to Use	Finishing Temperature Above Boiling Point of Water	Approximate Soluble Solid Content
Firmer Jellies	1 lb. 6 oz.	4 lbs.	20°F.	82.5%
Firmer, stringy, chewy jellies	1 lb. 3 oz.	3½ lbs.	24-25°F.	85.0%
Soft, very tender jellies.....	1 lb. 1 oz.	3 lb. 3 oz.	19-20°F.	82.0%
Shorter, brittle, firm jellies....	1 lb. 10 oz.	5 lbs.	16 F.	78.0%

Packaging of pectin jellies depends on their type, character, and tenderness. Tender jellies should be packed carefully in layers. The firmer the jellies are, the less care is necessary in packing. Any of the standard packages can be used.

*This article is based on information in the new handbook on uses of pectin distributed by Spens Company, Kansas City, Mo., and written by Powell Williams.

CHOCOLATE CONDITIONING

for Improved Gloss for the Enrober

By LEO FREUNDLICH, Ph.D.

Chief Chemist, Hooton Chocolate Co., Newark, N. J.

WHETHER or not your chocolate coated product will have a high gloss and long shelf life depends upon how the chocolate, properly selected for your purpose, is handled before and during the enrobing; it further depends on suitable temperatures during the manufacture and subsequent handling of your product. One of the most important factors is the temper of the chocolate, when it is applied on the enrober.

In this article I shall include a method of obtaining the correct or "ideal" temper and of continuously maintaining such temper. I shall also present a method by which you can determine when this ideal temper has been reached.

To avoid any misunderstanding, let us clarify at the outset some terms which we are going to use.

Temperatures Highly Important

Everybody knows, of course, what is meant by "temperature." Temperatures are important in the conditioning of the chocolate and of the plant. I cannot emphasize enough the importance of using thermometers for the determination of temperatures.

When we speak of "temper of chocolate," we mean the condition in which part of the cocoa butter contained in the chocolate is in crystallized form. The procedure of inducing that condition is called "tempering."

The stage of temper at which the highest gloss and otherwise best coating performance are obtained will be called "ideal temper." Chocolate that has not yet reached this stage will be described as "undertempered," and chocolate that has passed this stage as "overtempered".

In order to get good results with a chocolate coating, it is important that you select a chocolate best suited for your purpose. After you are satisfied with its type, color, and flavor, you want to be certain that it has the correct coverage or viscosity for the use for which it is intended. It is advisable to buy chocolates which are not only standardized for viscosity, but also tested by reliable methods indicative of coverage.

To melt the chocolate, break it into lumps. Stir it constantly, while it is melting and be sure it is completely melted. Chocolate containing milk solids should not be heated above 120° F. At higher temperatures it may thicken considerably and then will no longer have the desired coverage and working quality. Chocolate without milk solids may be melted at considerably higher temperatures, up to about 160° F., without harming it.

The melted chocolate is to be tempered. The tempering is a very important step in the conditioning of

chocolate which is to have a good gloss and a long shelf life.

With modifications of all sorts, justified and unjustified, there are principally two conventional methods of tempering chocolate in use.

Excessive Tempering

One method calls for excessive tempering by cooling the chocolate to about 84° F. or lower temperature, until the chocolate gets almost mushy, and then raising the temperature slowly to about 90-92° F. and keeping it at that temperature until the chocolate has the desired consistency. It is claimed that chocolate fat bloom is caused by the high melting fractions of the cocoa butter and that they must be crystallized by the tempering process used in order to avoid greying. This is thoroughly done by the method just stated.

The second method calls for cooling the chocolate to the temperature at which it is to be used (86 to 91° F. according to the type of chocolate and the particular conditions) and for continued stirring at that temperature until the temper is right. This usually takes at least one hour and frequently much longer.

In both methods the cooling water should not be too cold and the chocolate should be constantly stirred during the tempering in order that the high melting fractions of the cocoa butter crystallize in small crystals.

It is good practice to add chocolate shavings to the chocolate to be tempered at 92° F. or lower temperature. This facilitates the tempering or crystallization of cocoa butter fractions.

Once the chocolate is properly tempered, stirring must be stopped. Continued agitation increases the temper.

Hot Chocolate Induces Greying

When properly tempered chocolate is used on the enrober and a coating is obtained with a nice gloss, it is easily noticeable that the amount of chocolate going on the center increases as one continues to draw on the same kettle of tempered chocolate. This is due to the constant agitation of the chocolate during the pumping and the agitation in the coater tank of the enrober, which continue the tempering and induce overtempered chocolate. It is frequent practice among enrober operators to add some hot chocolate from time to time to counteract the thickening of the overtempered chocolate. Needless to say, the hot chocolate tends to induce dullness or greying of the chocolate coating, and the practice of adding hot chocolate must be condemned. Where these methods are used, not too uniform a coating performance is obtained. Since most of the time the chocolate in the coater is overtempered, a thinner cho-

chocolate is required than would be necessary with the chocolate uniformly at the ideal temper at all times.

This leads us to a new method of tempering which permits uniform operation at all times and also to the desirability of a method of determining the temper of the chocolate.

New Tempering Method

This new method provides for the tempering of just enough chocolate in the conventional manner as is required to charge the coater tank of the enrober. The tempering may be carried out either in a separate kettle; or the coater tank of the enrober is charged with somewhat untempered chocolate from the kettle to be mentioned later on, and the tempering is then completed in the enrober tank thru the agitation and pumping. The coater tank thus charged with chocolate at the ideal temper would tend to become overtempered due to the continuous agitation, as was previously indicated. This is counteracted by a continuous flow into the coater tank of chocolate, just sufficiently undertempered to maintain ideal temper of the chocolate in the coater tank, at a rate at which chocolate is used for coating centers, so that the same level of chocolate in the coater tank is maintained. A separate kettle is provided for the preparation of this slightly undertempered chocolate. This kettle is fed continuously, again at the rate at which the chocolate is used, from a further kettle, in which the chocolate is melted. In plants where large quantities of chocolate are used and possibly several enrobers are operated, it is advisable to insert one kettle for intermediate cooling and tempering between one or two kettles in which the chocolate is melted and the kettle in which the correctly undertempered chocolate is maintained for feeding the enrober tank or tanks.

Suppose you reached the ideal temper at any time, as you would see from the unusually nice gloss obtained—no matter what method of tempering you used—you would be justified in asking: Is there no way of measuring this temper, so that I can duplicate it at any time hereafter, just as I duplicate the temperature with the aid of a thermometer? Frankly, the successful use of the last described method of tempering, which includes the preparation and maintenance of ideally tempered chocolate and of somewhat undertempered chocolate, requires a suitable method of determining the temper. Without a possibility of determining the temper the previous discussion would be theoretically interesting, but of limited practical value, if of any value at all.

Instrument for Determining Temper

An instrument suitable for determining the temper of chocolate was proposed by me in 1940 and its use for the purpose was indicated in two publications: "Coverings of Chocolate Coatings — The Bob Test," *THE MANUFACTURING CONFECTIONER*, Chicago, January and February, 1940, and "Controlling the Coverage on Chocolate Coated Centers," *Confectioners Journal*, Philadelphia, June, 1941. The study of these publications is recommended, if you want to familiarize yourself with this method. I am limiting myself here to a description of the instrument and the principles used in determining the temper of chocolate.

The instrument is a metal bob 2" long made from a 1/2" brass rod. The ends are rounded. A wire is driven into one end of the bob. The free end of this wire is flattened and a hole is bored so that the instrument can be suspended on an analytical balance. The wire is marked near the bob, and in the experiments the bob is dipped into the chocolate to the mark.

The bob may be considered a uniform center to be coated with chocolate. When the temper is to be determined, it is dipped into untempered chocolate and later into tempered chocolate at the conditions prescribed in the references. The chocolate is permitted to drain from the bob, and the amount of chocolate remaining and setting on the bob is easily determined by subtracting the weight of the clean bob from the weight of the bob plus chocolate.

After determining the amounts of chocolate remaining on the bob with untempered chocolate and then with tempered chocolate, we can apply to the term *temper* a new definition, which gives it a measurable meaning without violating its meaning as now understood:

$$\text{Temper} = \frac{\text{amount of tempered chocolate remaining on bob}}{\text{amount of untempered chocolate remaining on bob}}$$

If the chocolate which you are using is supplied well standardized, the amount of untempered chocolate remaining on the bob should be reasonably constant.

When the ideal temper of the chocolate used by you is reached, this formula will give you a certain figure for the temper. You can always try to duplicate this figure. On any subsequent determination you will know whether the chocolate is ideally tempered, or whether it is overtempered or undertempered.

This method of controlling temper is especially applicable to the continuous tempering method which I described for the establishment and maintenance of the ideal temper of the chocolate in the coater tank of the enrober and for the establishment and maintenance of the temper of the somewhat undertempered chocolate being continuously fed into the ideally tempered chocolate in the coater tank of the enrober.

Controlling temper may appear quite complicated, but may become simple enough once fixed routine becomes established. The bob may become the most important tool where highest gloss and uniform coating performance are desired.

A number of temperatures must be observed to obtain good gloss of the chocolate coating.

The chocolate is used at temperatures usually ranging between 86 and 92° F., depending on the type of chocolate, the temperature of the enrober room, the temperature of the cooling tunnel, and the layout of the enrober.

Enrober Room Temperature

The enrober room shall be preferably between 70 and 80° F. The maintenance of temperatures is in many instances wishful thinking. If the enrober is to be used in the summer time or in warmer climates above 92° F., the distance between the depositor and the cooling tunnel should be as short as possible. You may break the temper of the chocolate at the high temperatures when the exposure is too long.

The temperature of the centers should be preferably between 65 and 75° F.

The cooling tunnel temperature shall be preferably between 45 and 55° F., and gently moving air currents shall be provided so that the cold air enters at the end at which the chocolate goods leave the cooling tunnel.

Packing and storing are advisable between 65 and 70° F.

There must be a balance among the temperatures of the room, the chocolate, and the cooling tunnel, as well as the time of the chocolate coated goods in the tunnel

(Please turn to page 66B)



Candy Equipment PREVIEW

JUNE, 1946

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HIGH PRESSURE CONDENSATE DRAINAGE

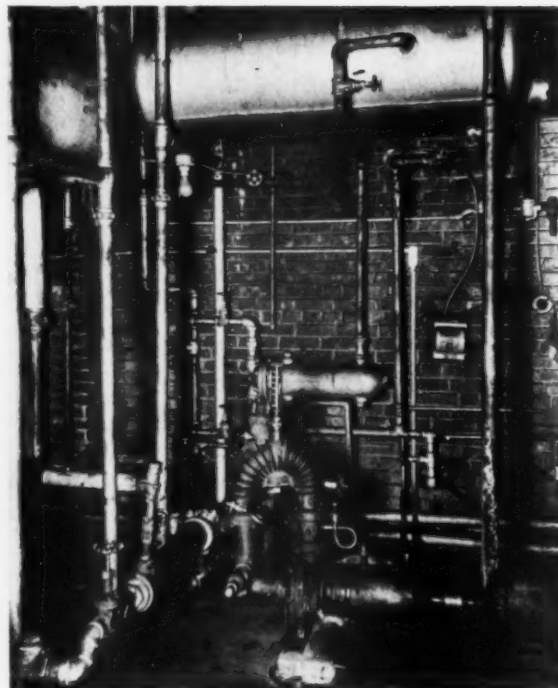
Improves Cream, Fudge Quality; Increases Production

By W. M. SIGMUND
Minter Brothers, Philadelphia

Prior to installation of equipment to pump condensate from jacketed kettles in which cream and fudge batches were prepared, cooking time required per batch was upon occasion excessively long. If for any reason, such as flooded kettles or falling boiler pressure due to a momentary heavy load cooking time was increased, the pure white batch took on an unpleasant yellowed color and was spoiled beyond further use. With sugar rationed at 60 per cent of pre-war consumption, the reduction of spoilage becomes a sizeable economic factor out of all proportion even to normal unrestricted operation.

In an effort to eliminate this condition a Cochrane C-B high-pressure condensate return system was installed to pump effectively the condensate from the kettles at steam pressure and return it to the boiler against boiler pressure in parallel with the makeup boiler feed pump. An oil fired 46-hp boiler supplies the steam for cooking at about 100 psi. We are planning to install a new 150-hp boiler this summer. The condensate return system draws the condensed steam from the 10 to 12 cooking kettles at 80 psi and returns it to the boiler against boiler pressure.

This maintenance of high back pressure on the cooking kettles provides uniformly high cooking temperatures of mix at 235° to 245° F. and permits cooking time to be reduced to 14-15 minutes or 22-23 minutes depending on the type of batch being prepared. In addition to the preservation of a whiter batch the cooking time was also progressively reduced approximately 50 per cent. The time required to prepare the batch for cooking and for cleaning the kettles is the deciding factor on production, rather than the cooking time as was true previously. The increased cooking rates are directly traceable to the positive drainage afforded by the high-pressure condensate return pump and the resultant high and constant back pressure maintained on the kettles. The traps, originally exhausting intermit-



tently into an atmospheric pressure return line resulted in varying cooking temperature which approached 212° F. as steam began to escape through the traps at the end of the periodic drainage cycle. At present the traps are by-passed by a needle valve which maintains a limited flow of steam with the condensate but results in hot dry cooking kettles of uniform boiler-operating pressure.

On starting up, the kettle jackets usually contain

(Please turn to page 50)



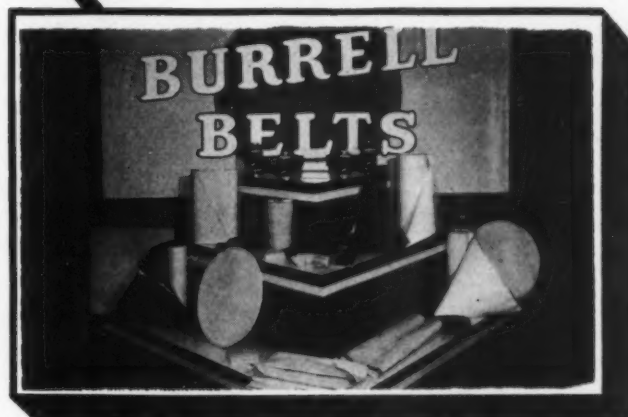
ABOVE—C-B high pressure condensate return pump installed beside the boiler feed pump in the Minter Brothers' plant in Philadelphia.

LEFT—Jacketed cooling kettles for making caramels at Minter Brothers, Philadelphia. Traps are bypassed for high-pressure drainage but are available for standby use in case of emergency requirements.

There's A **BURRELL** **BELT** for every purpose

Burrell Confectionery Belting
is 1st
Among Candy Manufacturers who want only the best in belts!

The photograph below is a BURRELL installation, showing a glazed cooling tunnel belt (dark); and a 90 degree endless turntable belt (light).



There is a BURRELL belt available for every purpose. Each one is designed for specific jobs. A complete list of BURRELL belts is given below.

32 Years Of Experience

For 32 years BURRELL has been producing high quality confectionery belts at lower costs. BURRELL belts are treated to resist deterioration from heat, cold, moisture, grease, oils, stretch, shrinking, excessive wear, etc. We are improving our products constantly. The use of BURRELL belts will minimize shut-downs in your plant from belting failures. 100% BURRELL installations in many of the industry's largest plants prove the superiority of BURRELL products. BURRELL belts are the result of years of experience and scientific engineering. Write, call, or wire for information and recommendations.

We will welcome inquiries concerning your belting needs during the Confectionery Industries Exposition to be held in conjunction with the 63rd Annual Convention of the NCA, at the Stevens Hotel, Chicago. Our belting engineers will be on hand at our booth to welcome you and to help you with your belting problems:

—MEET US AT BOOTH NO. 4—

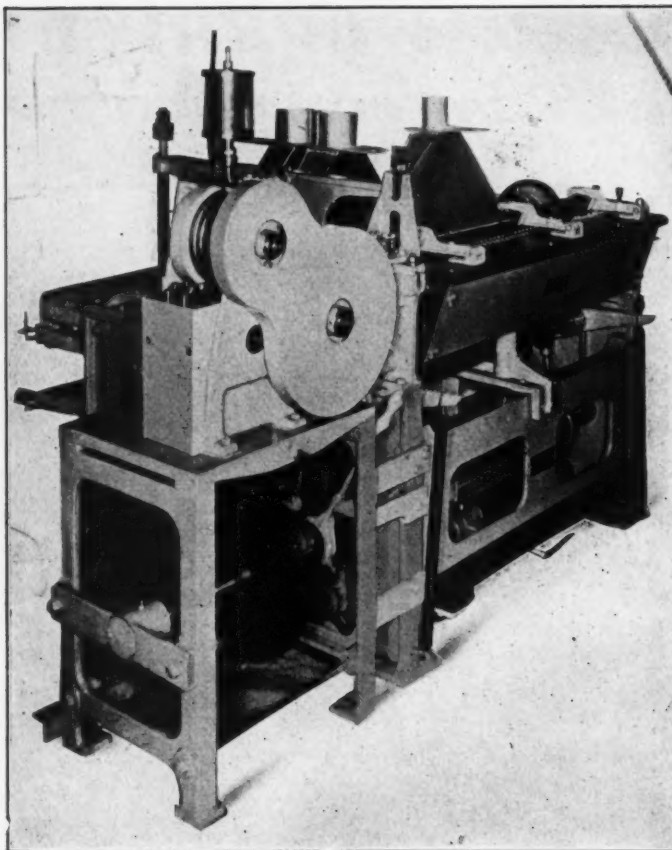
It Is Profitable to . . .

Let BURRELL belting experience and the . . . 11 BURRELL stars help you!

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|---|---|
| * THIN-TEX CRACKLESS Glazed Belting | * Innerwoven Conveyor Belting |
| * Caramel Cutter Belts | * Batch Roller Belts (patented) |
| * Feed Table Belts (endless) | * Cold Table Belts (endless) |
| * Caramel Cutter Boards | * White Glazed Enrober Belting (Double texture; Single texture; Aero-weight). |
| * CRACK-LESS Glazed Enrober Belting | * V-Belts (endless) |
| * Packaging Table Belts (Treated and Untreated) | |

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The Automatic Hard Candy Machine Model E

For producing all hard candies of
spherical shape.

Balls

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One operator spins direct to machine.
Capacities 3000 to 10,000 pounds.
Our Model E incorporates all the
developments of previous experience

A Ten to One Favorite.

John Werner & Sons, Inc.
ROCHESTER 13, N. Y.

(Continued from page 48)

water accumulated overnight. This is eliminated by starting the Cochrane C-B High Pressure Condensate Return Pump prior to arrival of the production workers and cracking the valves to the kettles. This permits preliminary removal of the condensate and preheating of the kettles prior to production cooking. The same procedure applies to individual kettles shut down for any period during the operating day.

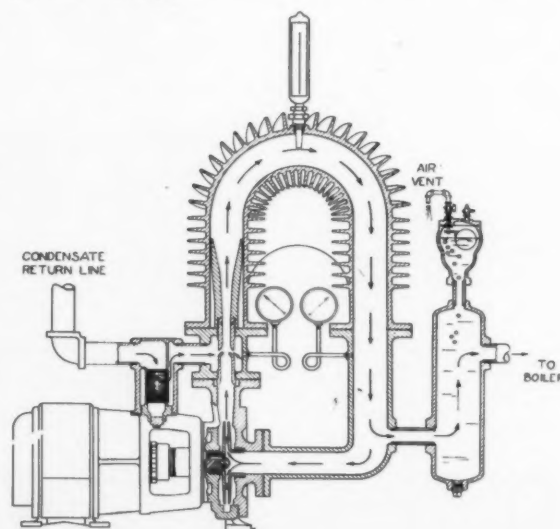
Oriental creams are poured into flat pans to cool and set after being beaten to proper consistency. They are then cut in square shapes, coated with chocolate at the near end of a long conveyor belt which passes through a fan-cooled air tunnel, and packaged.

The condensate in the exhaust line is drawn into a closed loop on the condensate return unit through a jet pump nozzle. Water circulated through a priming loop strikes the returning hot condensate and induces flow from the condensate line through the Venturi-shaped mixing tube and into the priming loop. This additional volume of condensate introduced into the constantly filled loop results in the discharge of an equal volume through the air separator to the boiler. The hot condensate and entrained air are drawn from the cooking kettles by the jet pump. Entrained air in any quantity is usually encountered only on starting up. This air is eliminated from the circuit by passing through the air separator. The condensate is returned to the boiler at about 328° F. instead of 210° as previously. The circuit from boiler through dryers and

back to the boiler is completed in a closed system without substantial drop in pressure or temperature. The three advantages of high-pressure condensate return in our plant are:

- 1.—Higher cooking temperature.
- 2.—More uniform heating.
- 3.—Fuel savings from higher temperature return.

The increased production from higher temperatures and more uniform heat overshadow the importance of the fuel savings.

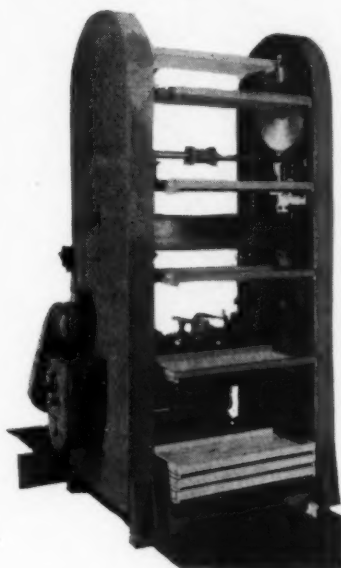


RIGHT—Diagram showing flow of condensate through high-pressure condensate return pump. Photo of installation is shown on page 48 of this issue.

Modern Way to Stack Starch Trays

Guarantees Greater Production at Lower Costs

The name CURRIE has become synonymous with starch equipment such as starch trays, loading equipment and stacker equipment. The CURRIE Automatic Stacker will handle any type of starch. The CURRIE stacker gives a fine account of itself wherever installed. It saves manpower and time.



CURRIE Automatic Stacker

We can furnish repair parts to meet your immediate maintenance and operating requirements. Let us help you by giving you recommendations. Our years of experience in the building of this type of equipment makes it possible for us to fulfill your every need.

- Two Types Available
 - a. Dolly type machine
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- Timed to expel predetermined number of trays
- Saves labor; these machines are capable of paying for themselves in less than one year of operation in labor costs alone
- Maintenance costs are low. The gear box housing the complete driving mechanism is completely enclosed, sealed and running in oil. In design, we have stressed the continued use of all standard roller chain sprockets and gears whenever possible.
- Precision-ized with Timken tapered roller bearings.
- Will operate as fast as the mogul and automatically times itself to the speed of the mogul.
- By actual tests, will handle more trays per day than by manual stacking.
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AT LOW
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- processes incompatible components in stabilized suspension in a liquid medium.
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This is what FLOW-MASTER Homogenization does — by means of a series of consecutive actions, each of which brings your product one step nearer to perfection. The FLOW-MASTER, patented and revolutionary in design, enables you to homogenize many products by batch or continuous method. It sim-

plifies production because it does the work of several special-purpose machines. It is so simple that anyone can operate it. It is so reliable that any product once perfected can be duplicated with precision time after time. It usually cuts manufacturing costs substantially. Its first cost is surprisingly low.

The FLOW-MASTER KOM-BI-NATOR

U.S. PATENT OFFICE

The Kom-bi-nator performs the function of 6 conventional special-purpose machines. You can combine any or all of these processes into a single, continuous operation —

Grinding, Mixing, Stabilizing, Blending, Bleaching, Emulsifying, Homogenizing.

The Kom-bi-nator is self-contained, requires no accessory pump, has no pistons. It will grind many solids in a liquid medium to as small as 1 micron. It will emulsify many incompatible materials. It will mix and combine various materials into a homogeneous mass. It improves taste, texture and sales potential by providing uniform dispersal, and does it at low manufacturing cost. Write for Catalog No. 10.



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MARCO COMPANY Inc.,

FLOW-MASTER PUMPS

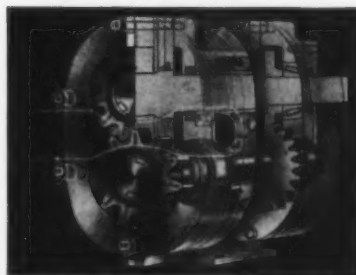
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- pump many difficult materials
- transfer, meter or proportion
- maintain volumetric efficiency
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The new FLOW-MASTER Pumps were specially designed to meet the needs of confectionery processors for these 12 features. Standard models are available in capacity ranges to 4000 g.p.h. against head pressures up to 750 psi. Pumps to handle higher capacity ranges can be custom built. For details, engineering data and prices, send for a copy of the new FLOW-MASTER Pump Catalog No. 25.

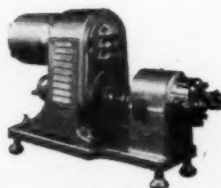
Catalogs describing the entire FLOW-MASTER Line — Homogenizers, Kombi-nators and Pumps — are yours for the asking. Write for them, and let us help you with your confectionery processing problems. Address Dept. F-4.



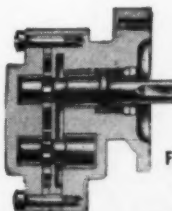
FLOW-MASTER "DE LUXE" Phantom View
500—4000 G.P.H.



FLOW-MASTER COMMANDER
Capacity 500—4000 G.P.H.



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Third and Church Sts., Wilmington 50, Del.

Automatic Temperature Controls for Chocolate Coating of Confectionery

By CHARLES OVERLY,
J. W. Greer Company.

Ask any two men with long experience in machine coating of chocolates what they think of automatic temperature controls and compare the answers you get. Chances are, one will swear by them while the other swears at them.

And both may be justified. The reason for this goes deeper than prejudice. Nor is it because a good chocolate man thinks automatic controls are a reflection on his knowledge and personal skill. It has to be admitted at the outset that many of the earlier controls, which were designed to eliminate the possibility of human errors, frequently resulted in the production of spoiled goods because the controls themselves were not sensitive or accurate enough.

Many a good operator can still quote Mario Gianini's advice with a wry twist of its meaning. "Be a good machinist first and a good chocolate man after," wrote Mr. Gianini in his *Primer for the Operator*. "Treat your mechanical equipment with the love and care a real machinist has for his tools. Remember, it has limitations." After a few distressing sessions with undepend-

able automatic temperature controls the operator was only too likely to remember their limitations.

Modern Controls Accurate

Fortunately for both the operator and the manufacturer, modern temperature controls are accurate, easy to set, and mechanically reliable. Perhaps the best argument for using them right now, of all times, is the difficulty of getting experienced operators or capable assistants.

Stop and think for a moment what can happen when the coating room is undermanned or manned with green help. Suppose someone yells for assistance on another job while the operator is in the midst of adjusting hand valves to regulate the temperature of his coating machine. That has happened! The operator leaves and if he doesn't forget to go back and finish adjusting the valves it may be some minutes before he is able to do so. That has happened, too! And by that time you have a tunnel full of gray goods. What's more, the chocolate in the coater is out of temper, resulting in a shut down and loss of production.

The automatic temperature controls which are standard equipment on coating machines built in more recent years need to be set only once, when the machine is started up, and they do not have to be touched again until the machine is shut down.

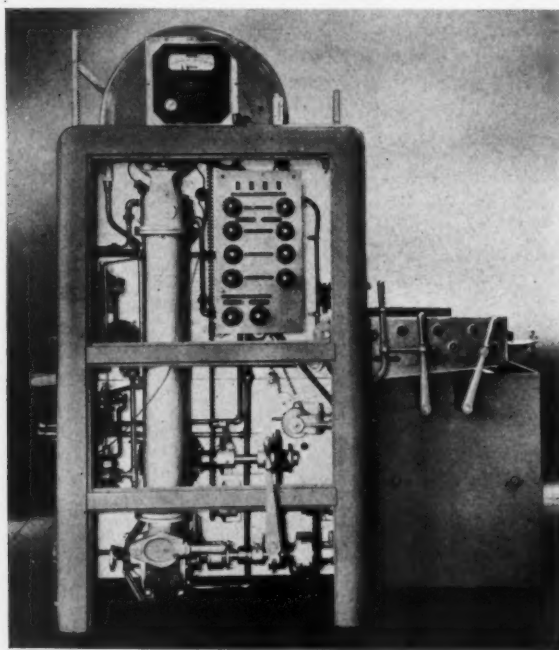
These modern controls do not subject the chocolate as it passes through the tempering column to extremely hot or cold temperature as was the case with the earlier models. The new models are of the modulating or throttling type which gradually changes from the neutral temperature, that is, the desired chocolate temperature to either cool or warm—not *hot* or *cold*—according to the need to bring the temperature of the chocolate up or down.

Thermostatic Control Sensitive

The thermostatic control is extremely sensitive and the valves operate accurately enough to hold the temperature within $\pm 1/4^\circ$ F. Such controls are equally effective for handling chocolate in the kettle as well as in the coating machine.

Mechanical improvements, however, have not been limited solely to temperature controls. The present day coating machine is so efficient that one well known manufacturer recently stated, "We are finding it easier to operate our new coater by hand than it was to run our old style machine with automatic controls."

This kind of improvement in chocolate coating equipment, of course, leaves operators and supervisors free to use their skills in more productive ways. Automatic controls should pay for themselves in a matter of months.



STREAMLINED COATER showing panel with hand and automatic controls for regulating temperature of chocolate in coater. Next to panel is water jacketed riser pipe which pumps chocolate from tank to distributing pan. At extreme left are steam and cold water valves which are actuated by controls.

Furthermore, they can be attached to certain types of old style machines as well as to the newer models.

Like many other mechanical substitutes for human intelligence, automatic temperature controls produce their effects as if by magic. Yet there is no mystery about their mechanics or operation.

When chocolate is used as a coating it must be held at a temperature of approximately 90° F. in order to produce the right kind of gloss in the cooling tunnel. The supply tank is, therefore, usually maintained at that temperature. However, even though the temperature of the tank does remain constant, the temperature of a fresh batch of chocolate may vary enough to affect the temper of the chocolate already in the tank if it were poured directly into it.

To prevent this, the tank is built with two compartments and the fresh chocolate is drawn gradually from the first compartment to the second as it is used up by the coater. In this way the temperature of the fresh batch has a chance to equalize with the tempered chocolate in the other compartment before it is pumped up through the riser pipe to the distributor pan and onto the center.

"Seeding" Conditions Chocolate

A second and even more important purpose is served by using two compartments. This has to do more with tempering than with temperature control but it emphasizes the need for proper handling of the coating. In hand dipping, the operator tempers the chocolate by working in some of the fresh batch with the tempered chocolate. This "seeding" conditions the chocolate and is a prerequisite to turning out a quality product. In fact, Thomas Brown wrote in *THE MANUFACTURING CONFECTIONER*, "We maintain that this applied crystal has everything to do with and is the most potent factor in the control of fat bloom."* In the coating machine this seeding in of the "crystal" to temper the chocolate occurs as the surplus chocolate falls over the centers, down through the wire conveyor belt and back into both compartments in the tank. Thus it becomes thoroughly mixed with the new chocolate just as it is by the hand dipper.

To hold the chocolate at the required temperature of 90°F. the entire system including the tank, chocolate pump, and riser pipe is completely water jacketed. A thermostat located in the chocolate stream at the discharge end of the riser pipe, actuates a pair of valves which feed tempered water into the jacket of the riser pipe.

With hand operated controls, when an adjustment downward has to be made, cold water is injected into the system for as long as the operator thinks is needed. If the water is fairly cold it may congeal the chocolate on the walls of the riser pipe or tank. Even though the scrapers in the riser pipe and tank keep the walls scraped clean, mixing in chilled coating can produce mushing and result in a poor quality of gloss if not actually spoiling the appearance of the chocolates.

With automatic controls the adjustment of the flow of hot and cold water goes on continuously to bring the temperature up or down as required. When the chocolate is running at the right temperature the thermostat adjusts the valves to feed water of the same temperature into the jacket of the riser pipe. Any change in the temperature of the chocolate is instantly detected by the thermostat and corrected before the need for it might be noticed by even the most expert operator.

* NOTE (1) *Chocolate Coating Candies by Machine*—Mario Gianini (*THE MANUFACTURING CONFECTIONER*, 1938).

* NOTE (2) *Some notes on Chocolate Fat Bloom*—Thomas Brown (also *THE MANUFACTURING CONFECTIONER*, 1938).

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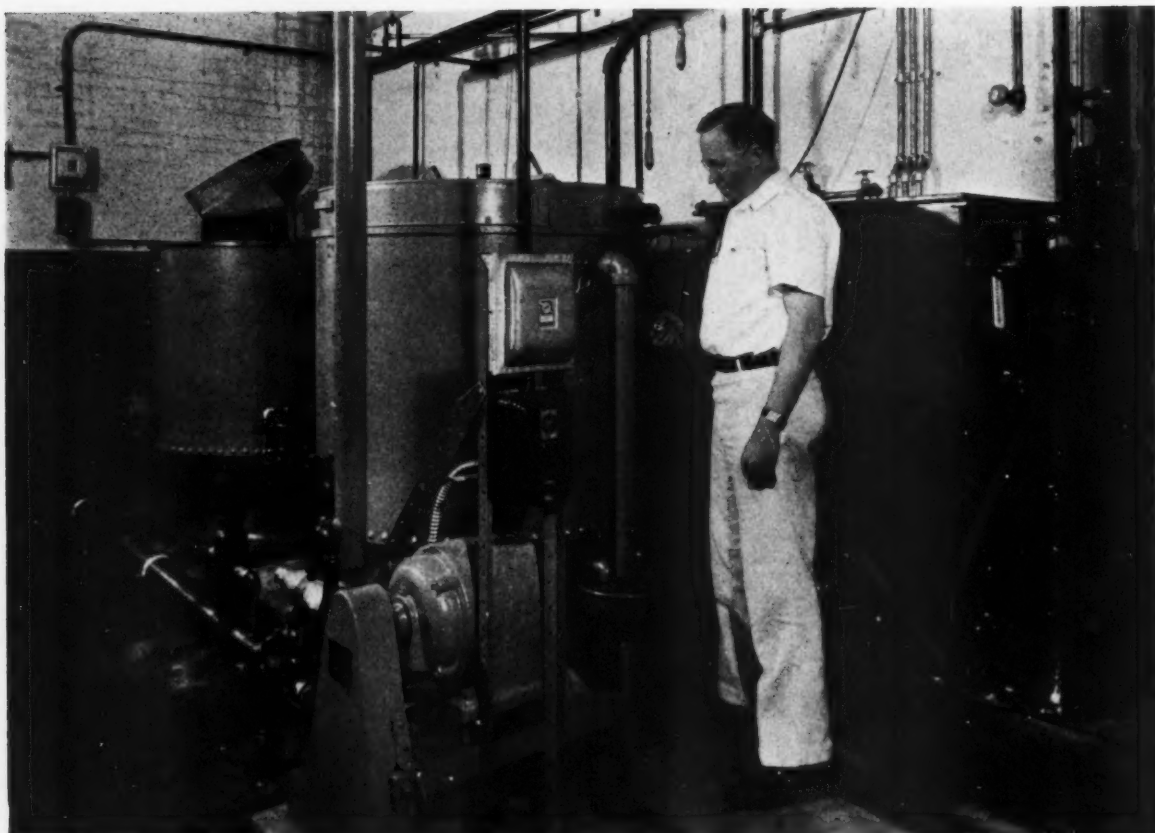
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LATINI Is Proud to Introduce the Latest Advancements in the Tempering and Pumping of Chocolate . . .



Courtesy of General Confections, Inc., Bronx, New York

The pumping and tempering unit illustrated above delivers tempered chocolate from the melters and transfers the chocolate to enrobers, kettles, pan rooms, etc., at a pre-determined temperature regardless of the distance traveled by the chocolate. The temperature at the receiving end will not vary more than a plus or minus 1 degree regardless of where the chocolate supply is located.

All pumping and tempering installations are equipped with non-freezing valves that are connected at the throat of the chocolate melter. All pipe lines including the special chocolate pump are water-jacketed and thermostatically controlled. All installations are made under the supervision of our own engineers and are guaranteed to give continuous and dependable service.

CHOCOLATE SPRAYING COMPANY

A LATINI Chocolate Spraying System Will Modernize Your Pan Room!

A photo of a spray gun is shown to the right. Can be easily adjusted to the amount of chocolate required in the pans by adjusting the jet nozzle at the tip of the gun. This makes it possible to get a more uniform coating of the desired thickness with a loss of very little chocolate as scrap.



Increased Production—Pan rooms equipped with this system have doubled their production as compared with the old, out-moded, hand or drip systems.

Simplicity of Operation—The operation of this system is so simple that unskilled help can be used for pan room work.

Sanitation—All chocolate that is used in the pan room is untouched by the human hands as the chocolate is brought directly to the pans by mechanical action through jacketed pipes. The carrying of chocolate in buckets and the resultant drippings on the floor are things of the past.

Coating—Spraying of chocolate permits the coating of the centers of panned goods to be very uniform in thickness and can be controlled to any thickness desired, with a minimum of doubles.

Engineering Service Available

The Chocolate Spraying Company is prepared to give engineering service and to make recommendations upon request. Take advantage of our years of experience in designing and building chocolate equipment for standard and special needs.

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CHICAGO 12, ILL.

Eastern Representative
JOHN SHEFFMAN
152 W. 42nd St., New York, N. Y.

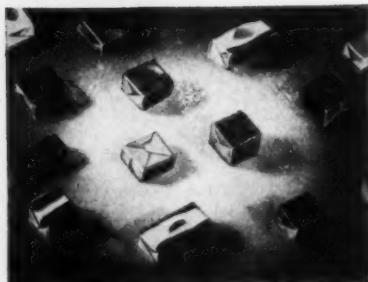


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Forms, cuts and twist-
wraps cylindrical, rec-
tangular or square
pieces at 500 per minute.



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WRAPPING MACHINE**
Forms, cuts and neatly
fold-wraps square or
rectangular pieces at
500 per minute.



**ROSE L.S.T. TWIST
WRAPPING MACHINE**
Twist wraps pieces up
to 160 per minute de-
pending upon charac-
teristics of the candy
piece.

The individually wrapped candy pictured above is only a sample of the variety you can *individually protect* by wrapping on AMF Rose Candy Machines. AMF Rose protected candies are sales builders...increase impulse-buying with colorful, attractive, neat wraps...permit eye-catching visibility, appetizing display, plus brand identification. Your candy stays fresh longer...unaffected by weather conditions...non-sticky...hygienic. Protected from dirt, moisture, and handling, your candy will sell faster.

High speeds for economical production.

MACHINES ON EXHIBIT

Visit us, Booth No. 404, National Confectionery Industries Exposition, Hotel Stevens, Chicago, Ill., June 24-28, 1946.

For complete information and literature on AMF Rose Candy Machines, write the Rose Candy Machinery Division

AMERICAN MACHINE & FOUNDRY COMPANY

511 Fifth Avenue, New York 17, N.Y.

Candy Equipment News

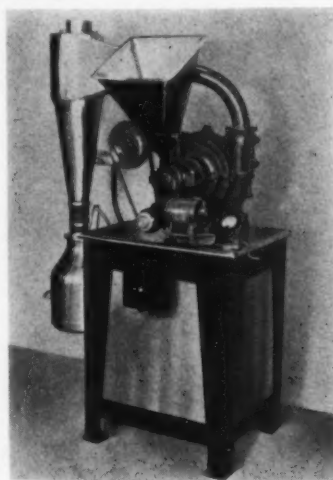
The products described in these columns are all coded for your convenience. You may write in to THE MANUFACTURING CONFECTIONER for any further information on any one of these items and further information will be sent you. Make use of this section to keep up-to-date on new candy equipment of all types. Information on these items is free for the asking.

Improved Panned Goods Coatings

A jacketed, thermostatically-controlled chocolate spray system makes possible coating of centers as thin or as thick as desired and practically eliminates all scrap. Chocolate is tempered before pumping. Water pump controls chocolate temperature throughout system. All pipes are insulated and water jacketed. Easily adjusted spray gun is also jacketed. System can use dark and light chocolate at same time, as it features double piping. Also can pump chocolate anywhere in factory regardless of size while maintaining constant temperature. For complete information check Code No. MO6A46.

Pulverizer for Small Grindings

A new mechanical, dustless, screenless pulverizer especially suited for small quality production is now being produced. Cool in operation, this compact mill has grinding capacities from five to 200 pounds an hour and is capable of reductions to ultra fine particles in 1-to-25 micron range. Operation is on new grinding principle which imparts centrifugal force to each particle and opposes that force with an aerodynamic drag. All parts in contact with material being ground are stainless steel with exception of body castings. The castings are of high nickel-iron alloy or other machineable alloys. Check Code No. MO6K46.



Machines for Retail Manufacturer

For retail manufacturer who does not use larger equipment, this firm has special models. One is a chocolate kettle which takes up to 100 pounds for melting and preparing chocolate for coatings and mould work. A small flat-type cream, beater accommodates 10 to 35 pounds. A cylinder beater takes batches of 50 pounds. Company also has a new manually-operated sucker machine capable of making 100 suckers a minute. With this machine it is merely necessary for the spinner to feed the strip to the platen, where an opera-

Simplex Vacuum COOKING COOLING System

The Type E2 Simplex Steam Vacuum Fondant System

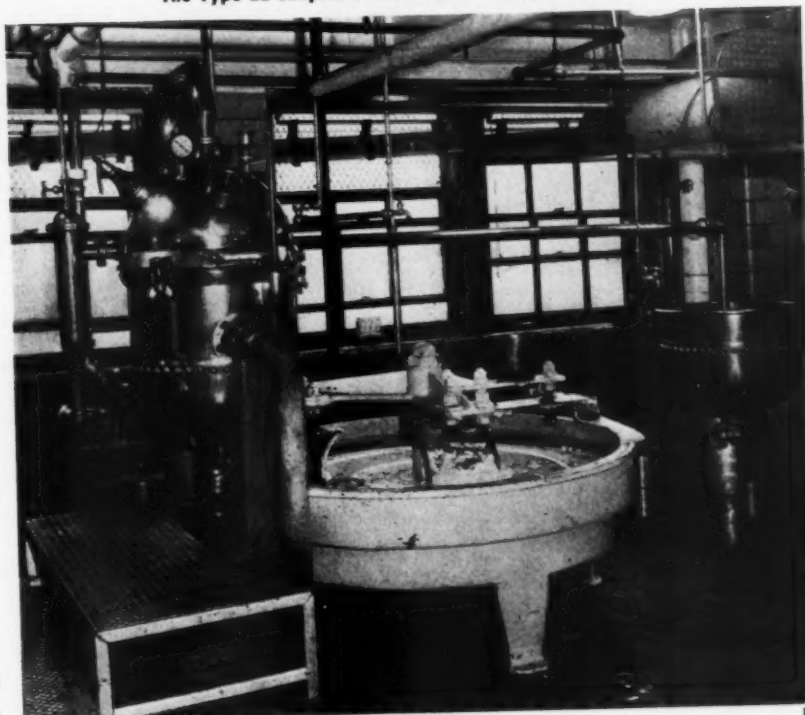
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Syrups
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Taffies
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Hard
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Furnished in various sizes from 100 lb. to 800 lb. batches—production 400 lb. to 2500 lb. per hour.

Standard equipment in most modern candy plants.

Without any obligation we are ready to extend the fullest cooperation to you to help you determine what we can do for you in your own plant under your own working conditions.



Patented

Whether you make Hand Roll Cream or Cast Cream or both, you will be greatly interested in the results of other leading manufacturers in the application of cooking and cooling by vacuum. For several years, many enterprising manufacturers have used the "Simplex Cooking and Cooling System" to produce cream fondant on a production basis at considerable savings and with absolute control over quality factors, thus enabling them to better meet competition with superior quality. As an illustration here are a few advantages:

Increased Production—with one (1) 5 foot cream beater, 1000 pounds per hour (actually being produced).

Saving in fuel & water—because of lower cooking temperature and vacuum cooling.

Smoother and whiter product—because of lower cooking temperature and quicker cooling.

Less labor required—because the necessity of washing or steaming beater is eliminated. Many advantages almost too numerous to mention.

Furnished in Steam or Gas Units

Also—The Simplex Vacuum Cooker for Hard Candy, After-dinner Mints, Taffies, Caramels etc. All pure sugar . . . or any combination of ingredients. We also manufacture Special Steel and Stainless Steel Hot & Cold Slabs, Automatic Batch Rollers, Automatic Continuous Plastic Tablet Machines, Conveyors, etc.; Write for quotation and specifications.

Manufactured and Distributed by

VACUUM CANDY MACHINERY CO. 15 Park Row
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Factories: HARRISON, N. J., CHICAGO, ILL.

Excerpts from recent letters acclaiming the Simplex Vacuum Fondant System:

"The Simplex Fondant Machine works like a million dollars and we are very pleased with it."

"With the Simplex Unit we need operate only half of the beaters as formerly to increase our production substantially."

"Our experience with the equipment . . . was very satisfactory, so much so . . . we now have under consideration the purchase of another Simplex system for cream fondant."

"Our fondant machine (The Simplex) is doing fine, no complaints and the boys like it. We sincerely appreciate the excellent service rendered."

"We are very pleased with your Simplex Fondant Machine, it does all we expected of it and more."

"Regarding the Simplex Fondant Unit it would be a great pleasure to us to be referred to or to receive the visit of any of your prospective customers."

"As you recall, we purchased both fondant cookers last year so that the one ordered herewith makes the third in less than twelve months' time. It is entirely within the range of possibility that we will require another."

"It is the writer's opinion that it will be only a question of time until we equip all of our plants with the Simplex Fondant System."

"We have been using our new equipment now for two weeks and wish to report that we are obtaining very fine results."

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A NEW DEVELOPMENT IN CHOCOLATE COOLING TUNNEL BELTING

Give your chocolates the "Quality Appearance" with the Completely New Non-Cracking Plastic Belting for Cooling Tunnels. "HI-GLOSS" is the result of many years of testing and experimenting for that "mirror-like" finish on your chocolates.

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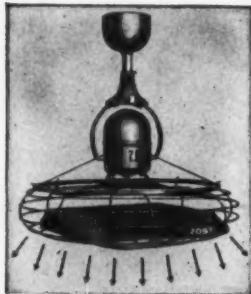
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tor automatically inserts the sticks by means of a foot treadle. Check Code No. MO6F46.

Adjustable Fly Chaser Fan

Adjustable to blow at various downward angles, this new model fan provides a continuous stream of air through which flies, mosquitoes do not pass and also keeps out heat and dust. Model is equipped with unit to spread air in front of door three feet wide. Fan is also furnished for protecting counters, conveyors, processing machines, vats, wrapping tables. Standard model has 20-inch diameter propellers and three speeds. Motor is built to withstand



wide changes in climatic conditions, is available for A.C. or D.C. current. Check Code No. MO6P46.

High Speed Chip Cooker

Machine guarantees production of 105 pounds of potato chips an hour; actual production is about 200. Features: scientifically exact gas and air mixer, long flue travel, cold zone, manual open kettle frying. Cooking oil stays fresh and is not broken down by burning particles. Check Code No. MO6S46.

New Automatic Purifier

New completely automatic purifier removes food particles; keeps acidity low; improves color, flavor, and odor in oils and fats used in cooking or processing of food products. Check Code No. MO6Q46.

Homogenizer for Candy Manufacture

Elimination of fat bleed under any normal Summer condition is credited perfect homogenization. Homogenized coatings are said to obviate need of long, continued agitation and reduce power cost. Complete disassembly of apparatus, washing, sterilizing, and reassembly are possible in a few minutes. Tanks and coolers are stainless steel. Connections are sanitary pipe and fittings. All water pipes and cooler stands are galvanized iron. Check Code No. MO6R46.

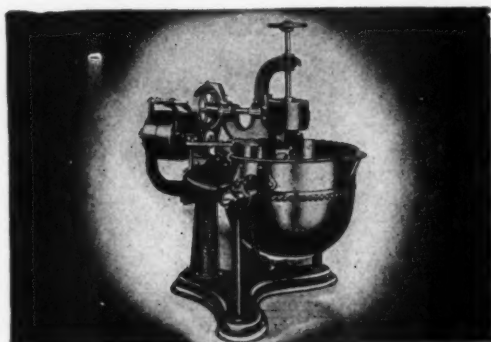
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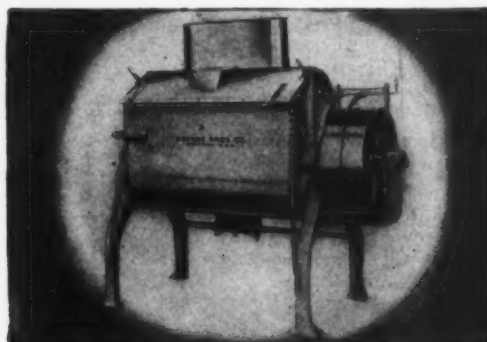
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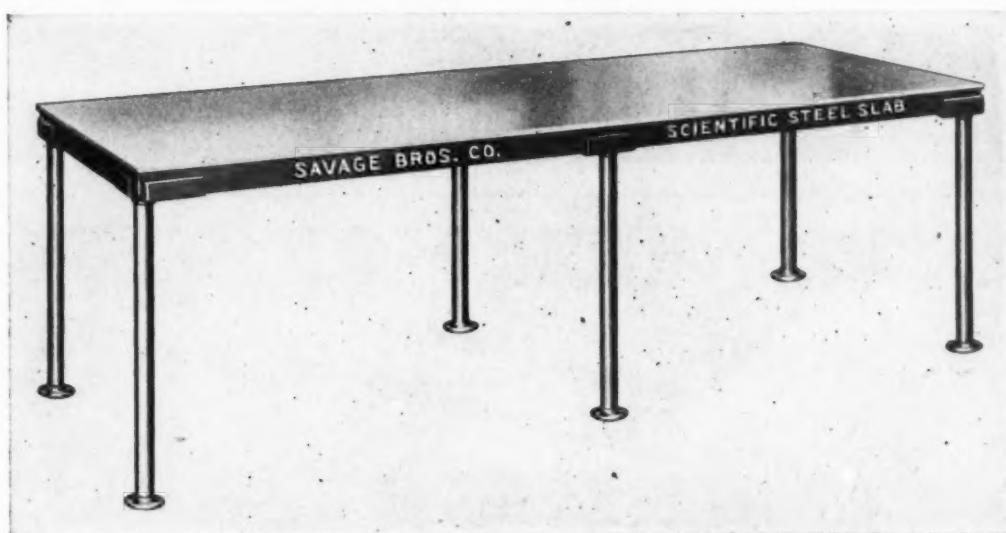
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TILTING MIXER. Adaptable for caramel, nougat and coconut batches. Double action agitator. Belt drive or motor drive. Sizes 25, 35 and 50 gallon.



OVAL TYPE MARSHMALLOW BEATER. 100% sanitary. More beating space for volume. Faster heat discharge. Quick cooling. 150 and 200 pound sizes. Belt or motor drive.



SAVAGE Scientific Heating-Cooling Slab. Even heating or cooling at all times. *No hot spots.* Will cool 20% faster. Withstands 125 lb. working pressure. Legs adjustable. *Completely fool-proof.* Perfect for Bottomer Cooling Tables.

SAVAGE has given almost a century of service to manufacturing confectioners. This long record of high-quality machinery production plus efficient repair service has made the name SAVAGE synonymous with candy machine quality.

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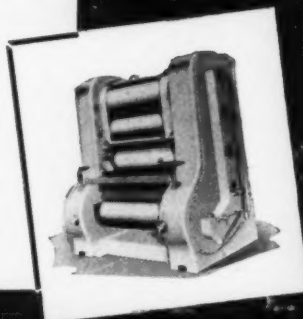


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Like the farmer — who only **reaps what he sows** if his **timing is right** — businessmen must **NOW** plan for the future as never before. Now with reconversion well underway the need for new machines—both to replace wornout equipment and for expansion—becomes increasingly urgent and for a time the supply will be limited. So don't wait to make your needs known. We'll welcome the opportunity to sit down with you . . . **NOW** is the time to discuss your requirements with a Lehmann Engineer.



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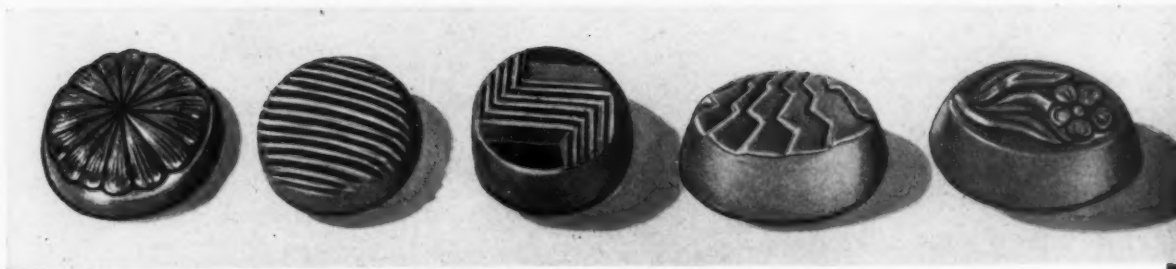
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150 lbs. Top Quality Chips per Hour Guaranteed!

Yes, *guaranteed* . . . although *actual production* is usually 200 lbs. per hour! Basic design features—scientifically exact gas and air mixer, long flue travel and the **SPECIALITY COLD ZONE**—insure high speed quality production and low cost performance. Manual open-kettle frying means consistent high quality potato chips. Cooking oil stays fresh, is not broken down by burning particles. No discarded or scrap fat or oil! Made in three models: 150, 100, and 50 lbs. per hour units. One cook operates any unit! Used today by outstanding potato chip manufacturers. *Get full facts! Write or wire for details and prices.*

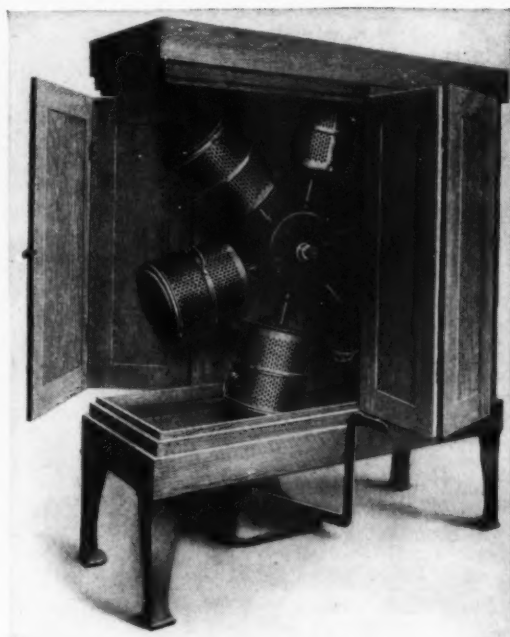
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FLAT MOULDS

for solid and cream filled chocolates . . . in wide variety of most popular shapes.

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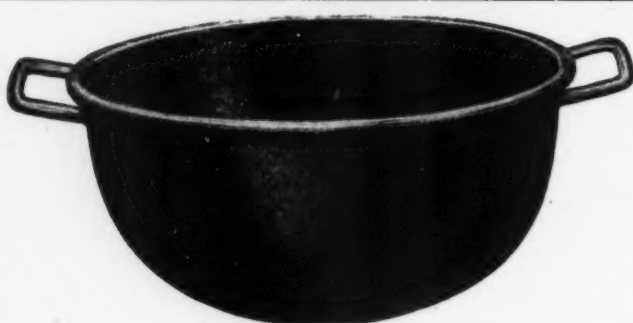
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will be located in BOOTH 8 at the 20th annual Confectionery Industries Exposition of the NCA at the Stevens Hotel, Chicago, June 24-27.

• **Specialties Appliance Corp.**, Chicago, announces appointment of Frying Equipment and Supply Co., as exclusive distributor for New York City. The firm is headed by Paul Musick and is temporarily located at 411 W. 36th St., New York.

• **Safety Research Institute, Inc.**, New York, warns that selection of fire extinguishers, unless obtained directly from manufacturers or authorized agents, requires special care at present because equipment now available from other sources as a result of government release of surplus extinguishers may no longer be fit for service. Substandard devices manufactured as an emergency measure during wartime shortages, the Institute points out, are recognizable by nameplate letters "EAS," which stand for "Emergency Alternate Specifications." Such equipment bears a decalcomania rather than the standard metal nameplate.

• **Chocolate Spraying Co.**, Chicago, plans construction of a modern, two-story plant and increase of personnel as part of its expansion program as soon as government regulations and building industry conditions permit, it is reported. Leo Latini, who has been in the confectionery equipment industry for over 25 years, heads the firm. He formerly was chief engineer for Eline's in Milwaukee and Brach's in Chicago. Edmund Latini, his son, does the firm's design engineering. Another son, John, recently returned to the firm after five years' service with the army. He held the rank of captain.

Among the firm's products are a chocolate spraying system, a chocolate tempering system, and a chocolate decorator.

Thermostatically-controlled, the spray system makes possible coating of centers as thin or as thick as desired and practically eliminates all scrap, John Latini says. Highly sanitary, in that it eliminates manual handling of chocolate, the system tempers chocolate and can pump it anywhere in the factory regardless of size while maintaining constant temperature. A double system permits use of light and dark chocolate at the same time. Pipes and the easily adjusted spray gun are jacketed.

The tempering system is used to temper and pump chocolate from chocolate melter to enrober by jacketed pumpline. It will hold temperature to any degree wanted with a plus or minus 1 degree variation.

All sizes and shapes of chocolates can be handled at one time by the decorator which will produce hand strung decorations on all chocolates.

THE PEERLESS SYRUP COOLER
and
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Will Be Back Soon

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The World's Finest
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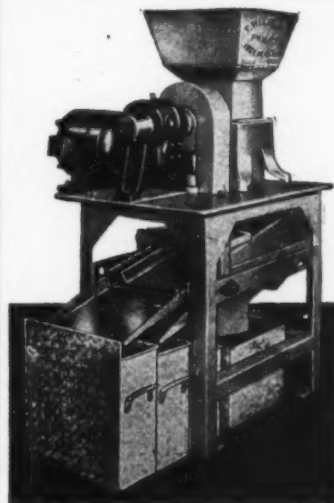
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This No. 2 Mills breaker has 12" removable sieves that fit in welded steel casings. Interchangeable sieves grade any sized nuts. Standard rollers have $\frac{1}{8}$ " grooves. Coarse rollers, $\frac{1}{4}$ " groove. Special device feeds nuts to rollers without choking. Floor space 22"x45", 51" high. Weight 625 lbs. Furnished in several variations. Please give motor specifications when requesting prices.

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CRANFORD, N. J.

To the Candy Manufacturer
Using Chocolate Molds

Announcing Improved Chocolate Molds

Dear Sir:

As a user of chocolate molds, you will be interested to learn that our NEW BONDING PROCESS for assembling CHOCOLATE MOLDS gives the user greatly improved investment value and operating economies which are in line with the present trend toward IMPROVED SANITATION and efficiency of candy factories.

The new metal molds are assembled by brazing with copper or similar material at high temperature instead of with lead tin solder at low temperature. The result is an EXCEEDINGLY STRONG JOINT which is guaranteed unconditionally against breakage at the joints or seams in normal hard usage. Secondly, the amount of bonding material (copper, etc.) used is so minute that a great saving in weight is achieved, in fact, from 15 to 35% when compared with a conventional soldered mold. This saving in weight REDUCES the cost of usage since LESS TEMPERING and REFRIGERATION are required, less shaking down either in time or violence, less wear and tear on operators and equipment, and easier demolding.

Furthermore, the fact that lead tin solder is not present in the mold eliminates the danger of lead particles and rubbings from getting into the edible product. This is exceedingly important since lead is an accumulative foreign element in the human body and is not eliminated once having been consumed, and the effects of lead contamination in food are to be avoided whenever possible. Many law suits have arisen due to particles of solder, which broke off of molds, appearing in the chocolate and injuring the teeth. This is, of course, not possible with the new brazed molds.

The NEW PROCESS adapts itself well to conventional chocolate frame molds for solid chocolate to produce bars, etc., as well as for perforated plate molds as are now being used for the production of continental style chocolates. Oddly, the new process has only ADVANTAGES; there are NO DISADVANTAGES. The materials available for use in making the mold parts are entirely adequate for every condition to be met.

We suggest that you investigate our brazed molds fully when purchase of this item becomes your next problem.

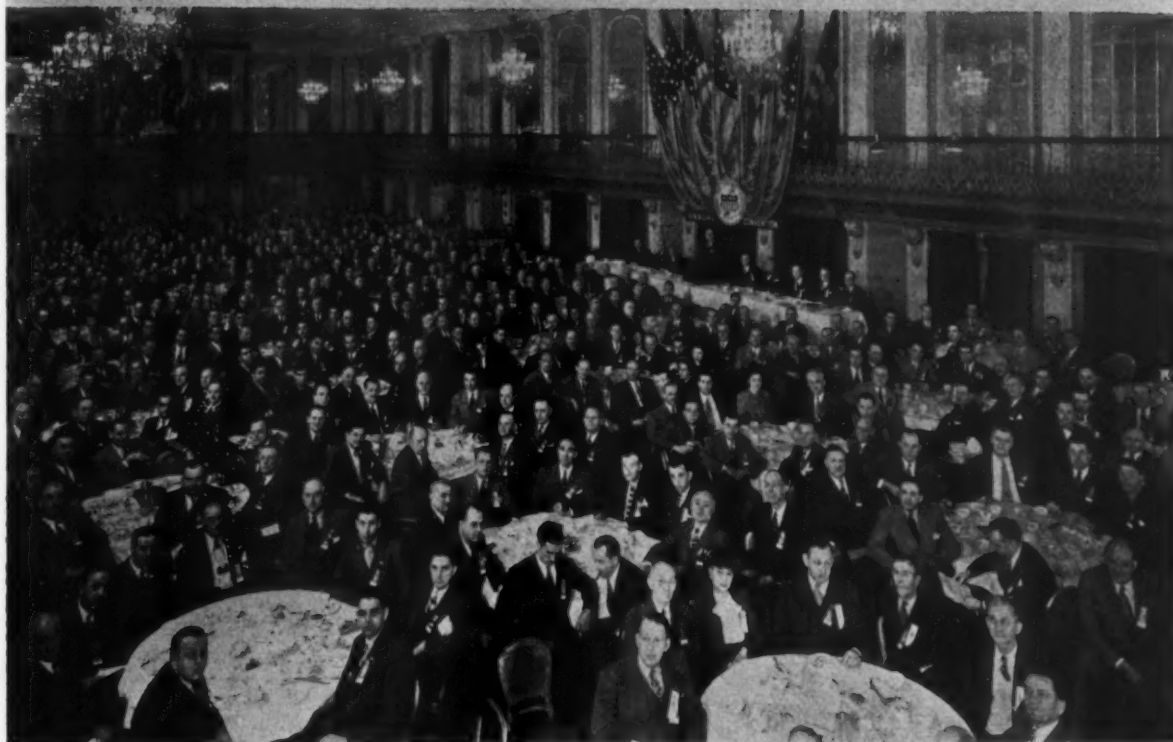
Very truly yours,

Walter D. Warren

W. H. WARREN, President

W. D. WARREN, Treasurer

A. W. VENINO, Secretary



AT NCWA'S FIRST CONVENTION: (Top—left) New officers consider plans: Executive-Secretary-Treasurer C. M. McMillan, Washington, D.C.; Chairman of Board of Directors J. Roger Ozmon, Baltimore; First President H. W. Looch, Baltimore; First Vice-president M. J. Herrick, Bismark, N.D.

AT RIGHT: Some of new directors. Front row (left to right): C. E. Morgan, Asheville, N.C.; J. F. Poetker, Cincinnati; J. Roger Ozmon and H. W. Looch, Baltimore; M. J. Herrick, Bismark, N.D.; R. A. Corey, Houston, Tex. Second row: John Potts, Mount Carmel, Pa.; Elmer Kreher, Buffalo; A. Appelbaum, New York; H. J. Awe, Oshkosh, Wis.; C. M. McMillan, Washington, D.C.; J. V. Balocca, Paola, Kan.; G. A. Baldwin, Lincoln, Neb.; William Neporent, Hartford, Conn.; L. C. Parman, Chicago. Third row: S. E. Sawyer, Elba, Ala.; J. L. Kantor, Norfolk; F. P. Corso, Biloxi, Miss.; Joseph Bianco, Detroit; E. D. George, Monroe, La.; Edgar McCoy, Canton, Ohio. Other board members not shown: Peter Kramer, Boston; John Casani, Philadelphia;

delphia; Jack Beatty, Albuquerque, N.M.; E. W. Stanley, Santa Ana, Calif.; A. J. Baur, Seattle; L. M. Schwary, The Dalles, Ore.; J. E. McConnell, McKeesport, Pa.; I. L. Saffer, Newark; William Barron, Oakland, Calif.; J. P. Frits, Newport, Minn.; M. W. Pierce, Aberdeen, S.D.

CENTER: Some of the 1,000 confectionery wholesalers and industry representatives at the convention in Chicago.

AT BOTTOM—LEFT: Speakers on the Jobber-Manufacturer Relations Panel: R. H. W. Welch, Jr., (left) and R. W. Clare, Cambridge, Mass.; J. E. McConnell, McKeesport, Pa.; C. M. McMillan, moderator; J. H. Daugherty, Brooklyn; F. R. Trent, Chicago.

RIGHT: Speakers on panel discussion of jobbing plant facilities: Edgar McCoy (left), Canton, Ohio; C. E. Morgan, Asheville, N.C., moderator; A. J. Hirsch, Charlotte, N. C.; Ernest Prince, McKeesport, Pa.

TECHNICAL LITERATURE DIGEST

Keeping Quality of Commercially Dried Milk Packed in Air and in Inert Gas

George R. Greenbank, Philip A. Wright, Edgar F. Deysher, and George E. Holm, *Journal of Dairy Science*, Vol. 29, No. 1 (1946)—Primary cause for spoilage of dried milk is autoxidation of fat. Rate varies with quality of milk, moisture, copper and iron content, processing method, storage temperature, oxygen content of atmosphere of container. Study tested about 1,500 one-pound samples. Half was packaged in inert gas or gases, according to practice of manufacturers. Other half was packaged in air.

Findings: (1) Great variation at time of test in keeping qualities of commercially prepared dried milks. "In most cases they were of such quality that those packed in air could not be relied upon consistently to withstand severe conditions of storage for six months to one year without developing oxidized flavors and odors. Those packed in an inert gas of an oxygen content of approximately 3 to 4 per cent had a much better keeping quality than those packed in air." (2) Rate of peroxide development in samples packed in air and stored at temperatures of 20° to 45°C "can be relied upon as a fairly accurate measure of the rate of autoxidation and as a measure of the relative keeping quality of dried milks, provided the criterion used is a relatively low peroxide value." (3) Keeping quality of dried milks packed in an inert gas "can best be determined by organoleptic tests made during storage to determine the onset of off-flavor and odor."

Compounding of Flavor Ester Mixtures

Morris B. Jacobs, Ph. D., *The American Perfumer*, Vol. 48, No. 1 (1946)—A study of requirements for compounding of flavor ester mixtures and how to overcome normally encountered difficulties by making small-scale experimental batches.

Bitter Almonds

A. F. Bowman, *Food Manufacture*, Vol. 20, No. 11 (1945)—"A rapid and practical way of roughly determining the percentage of bitter almonds present in samples of sweet almonds." Wartime neglect made many Mediterranean area sweet almond trees revert to semi-wild bitter types. Appreciable quantities of bitters were found in consignments to England. Bitters have bad effect upon flavor of products made with them. Toxicity also is important; 10 bitter almonds are held sufficient to kill a child, 80 an adult.

Acid Inversion of Sucrose

T. R. Freeman, *Journal of Dairy Science*, Vol. 29, No. 2 (1946)—Optimum acidity for inverting sucrose at boiling temperature was found represented by a pH range of 2.0 to 2.6. "With lower temperatures (175°F. and 190°F.), pH values of approximately 1.65 to 1.75 were necessary to obtain satisfactory inversion." Study also shows any of following acids can be used for making invert syrup: tartaric, citric, lactic, hydrochloric, sulfuric, phosphoric. Factors found influencing inversion of sucrose and appearing to be positively interrelated: (1) temperature of heating, (2) time of heating, (3) hydro-

gen ion concentration. Study shows that when "any one or two of these is increased, the other one of two may be decreased." Bibliography.

Chemistry of Vanilla Processing

Gilda C. Vincente and Merriam A. Jones, *The Spice Mill*, Vol. 68, No. 11 and 12 (1945)—A technique for studying oxidizing enzymes of vanilla.

Calculation of Total Solids

B. L. Harrington, *Journal of Dairy Science*, Vol. 29, No. 2 (1946)—Study shows error in derivation of Sharp and Hart equation. Correction of this error gives equation yielding values for total solids which are about $\frac{3}{4}$ per cent higher.

Chocolate Conditioning

(Continued from page 46B)

and the layout of the enrober. To obtain best gloss, the temperature of the chocolate or tunnel or both must be modified when the room temperature changes. Because of the several factors influencing the result, there is no simple formula fitting all cases. An enrober operator experienced in the handling of one enrober, must re-orient himself with new or different equipment.

Before closing, I want to mention a few additional factors which seem to have a bearing on gloss.

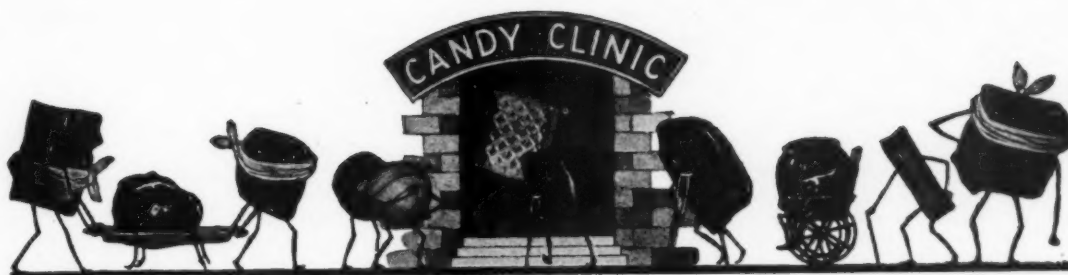
It should be mentioned that the same degree of gloss appears to be more pronounced with a darker coating than with a lighter one.

No doubt, you may have heard claims that lecithin added to chocolate will produce a higher gloss or will prevent or retard greying and the like. Most of these claims are incorrect.

However, lecithin will give a greater probability of getting good results, inasmuch as good results are obtainable over a wider range of temperatures when added lecithin is contained in the chocolate. It is advisable that the lecithin be added by the chocolate manufacturer in a suitable proportion. Too much lecithin impairs the coverage of chocolate coatings.

It is not generally realized that the particle size of the chocolate has anything to do with gloss and shelf life and that the finer milled chocolates have a better gloss and longer shelf life than the coarser ones, provided of course, that they were tempered well and used under satisfactory conditions. The finer the particle size, the smoother is the surface, the greater is the reflection of light, and, therefore, the higher is the gloss. Also, the finer the particle size, the greater is the adhesion of the particles and the retention of the fat when the chocolate is exposed to higher temperatures, therefore, the longer is the shelf life of the chocolate.

I recommend that you become familiar with the best quality chocolates and make samples with them, if for no other reason than that you may know how good a product you can make when a very good chocolate coating is used. Even an ordinary product coated with such a chocolate may give you excellent chocolate coated merchandise. Whether a market can be established for the higher quality merchandise is, of course, a different question.



THE INDUSTRY'S CANDY CLINIC

HELD MONTHLY BY THE MANUFACTURING CONFECTIONER

The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candies, thus availing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of THE MANUFACTURING CONFECTIONER.

Gums & Jellies; Marshmallows Analyzed

CODE 6A46

Chewing Gum—5c

(Purchased in a drug store, New York City)

Appearance of Package: Good.

Box: Folding, printed in red, yellow and blue.

Color: Good.

Chewing Texture: Good.

Flavor: See Remarks.

Remarks: Suggest a mint or pepsin flavor be used to give piece a more pleasing flavor.

CODE 6B46

Marshmallows—1 lb.—89c

(Purchased in a retail candy store, New York City)

Sold in Bulk.

Color: Fair.

Texture: Tough.

Flavor: Fair.

Remarks: Poorly made marshmallow, lacked a good flavor and very highly priced at 89c the pound.

CODE 6C46

Chocolate Covered Marshmallows—1 lb.—\$1.10

(Purchased in a retail candy store, New York City)

Sold in Bulk.

Coating: Dark

Color: Good.

Gloss: Fair.

Taste: Good.

Center:

Color: Fair.

Texture: Tough.

Taste: Fair.

Remarks: Not a high grade marshmallow and highly priced at \$1.10 the pound.

CODE 6D46

Orange Slices—1 lb.—89c

(Purchased in a retail candy store, New York City)

Sold in Bulk.

Color: Good.

Texture: Grained.

Flavor: Good.

Remarks: Formula needs checking up. Slices were almost completely grained.

Very highly priced at 89c the pound.

CODE 6E46

Assorted Gum Drops—5½ ozs—25c

(Purchased in a drug store, New York City)

Appearance of Package: Good. Cellulose bag, printed paper clip on top.

Size: Small for a 25c seller.

Colors: Good.

Texture: Good.

Flavors: Fair.

Sugaring: Good.

Remarks: Very highly priced at 25c for 5½ ozs.

CODE 6F46

Assorted Jellies—2 oz.—5c

(Purchased in a drug store, New York City)

Appearance of Package: Good. Cellulose wrapper, printed in green and white.

Size: Good.

Colors: Good.

Texture: Slightly tough.

Flavors: Fair.

Remarks: Flavors are not up to the standard used in good gums.

CODE 6G46

Assorted Gums—5¼ oz.—29c

(Purchased in a candy store, Boston, Mass.)

Appearance of Package: Good. Cellulose bag, printed paper clip on top.

Colors: Good.

Texture: Good.

Flavors: Fair.

Remarks: Flavors are not up to standard used in good gums. Highly priced at 29c.

CODE 6H46

Assorted Jellies—2 ozs.—5c

(Purchased in a drug store, New York City)

Appearance of Package: Good. Cellulose wrapper, printed in red and white.

Size: Small.

Colors: Good.

Texture: Good.

Flavors: Fair.

Remarks: Flavors are not up to standard used in good gums.

CODE 6I46

Assorted Chocolates—1 lb.—\$1.50

(Sent in for Analysis No. 4483)

Appearance of Package: Fair—See remarks.

Box: White embossed paper, printed in black, two layer type, cellulose wrapper.

Appearance of box on opening: Bad. Number of pieces: 14 cellulose wrapped dark coated, 6 light coated.

Coatings: Light and dark.

Colors: Good.

Gloss: Fair.

Strings: None.

Taste: Good.

Dark Coated Centers:

Nut Cream: Good.
 Buttercream: Good.
 Nut Cream: Good.
 Maple Cream: Flavor too strong.
 Maple Pecan Cream: Good.
 One Half Dipped Nut Caramel:
 Good.

Nut Crunch: Too soft, not good eating.

Assortment: Entirely too small.

Remarks: Very cheap box for this priced candy. Poor packing; nuts

from crunch all over the box and on other pieces. Cream pieces entirely too large. Very hard to handle when eating as bitter coating melts very quickly on the fingers. Suggest smaller pieces and a bitter sweet coating be used. Too many creams used in assortment. Suggest some hard candy, jellies, marshmallow caramels, etc., be added to the assortment. This type of candy is very highly priced at \$1.50 the

pound. May be a good retail confection but would not get very far on the open market.

CODE 6J46

Licorice Gums—no price stated
 (Sent in for Analysis No. 4480)

Licorice Gums:

Color: Good.

Texture: Good.

Flavor: Good.

Remarks: A good eating licorice piece. Retail price about 50c the pound.

CODE 6K46

Assorted Gums—no price stated
 (Sent in for Analysis No. 4481)

Colors: Good.

Texture: Good.

Flavors: See Remarks.

Remarks: Flavors are not up to standard used in the states. One gum tasted as if it had been flavored improperly. Retail price about 35c to 40c the pound.

CODE 6L46

Chocolate Panned Pieces—no price stated

(Sent in for Analysis No. 4482)

Centers:

Hard Candy: Good.

Cracker: Good.

Nut Hard Candy: Good.

Panning: Very good.

Finish: Very good.

Taste: Fair.

Coatings: Fair.

Remarks: Panned pieces are very well made and were in good condition when received.

Retail price around 40c to 50c the pound.

CODE 6M46

Assorted Chocolates—1 lb.—\$1.50
 (Purchased at a Y. M. C. A. candy counter, Chicago, Ill.)

Appearance of box: Good.

Box: Two layer, extension type. Top embossed in gold, name in center panel, cellulose wrapper.

Appearance of package on opening: Good.

Number of pieces: 25 dark coated, two foiled, 28 light coated, 2 jordan al-

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CHICAGO 10, ILLINOIS

monds, 2 pieces of undipped nougat, gold foil wrappers.
Coatings: Light and dark.
Colors: Good.
Gloss: Good.
Strings: Very cheap looking for this priced candy.
Centers Light Coated:
Dark Paste and Nuts: Could not identify flavor.
Fruits Paste: Fair.
Cordial Pineapple: Good.
Brazil Nut: Good.
Chocolate Fudge: Fair.
Chocolate Almond Caramel: Good.
Hard Candy Blossom: Good.
Coconut Paste and Caramel: Good.
Cashew Nut: Good.
Nut Paste: Good.

Pecans: Good.
Centers Dark Coated:
Cordial Cherry: Good.
Molasses Chew: Good.
Caramel and Cream: Good.
Lemon Cream: Not a good lemon flavor.
Marshmallow and Jelly: Good.
Hard Candy Blossom: Good.
Molasses Coconut: Good.
Vanilla Fudge and Filbert: Good.
Nut Caramel and Cream: Good.
Nut Nougat: Good.
Jordan Almonds: Good.
Wrapped Nougat: Good.
Wrapped Caramels: Good.
Assortment: Good.
Remarks: Chocolates are not in the one dollar and fifty cents a pound

class. The Clinic has examined better one pound boxes of chocolates at \$1.10 the pound.

Suggest improved dipping as there are a number of 70c and 80c boxes of chocolates on the market that look better.

CODE 6N46

Tropical Fruit Confection & Assorted Chocolates—1 lb.—\$1.50

(Sent in for Analysis No. 4477)

Appearance of package: Fair.

Box: One layer type, white embossed paper. Pasted on scene of fruit in colors, name, etc., printed in blue, amber colored cellulose wrapper.

Appearance of box on opening: Bad—See Remarks.

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by letting us do the worrying about your sweeteners. We've kept many a disposition from souring, and we can do the same for you. Proof? Just get in touch with our nearest office.

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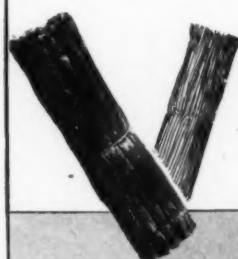
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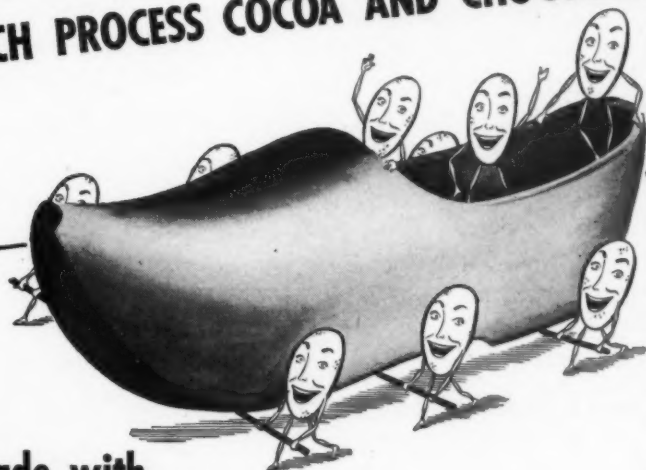


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Cincinnati 2, Ohio

Number of pieces: 36.

Coating: Light.

Color: Good.

Gloss: Fair.

Strings: Fair.

Taste: Fair.

Jelly Centers: Very hard and tough; had a sour taste.

Chocolate Cream Center: Good; had an off taste.

Walnut Top Orange Cream: Rancid.

Pecan Cluster: Good.

Raisin Cluster: Good.

Assortment: Entirely too small for a one pound box.

Remarks: On opening box, we found that the chocolate coating had come off of the square jelly piece and was all over the box.

Box is too large. Suggest a divider be used to keep pieces in place. Suggest formula be checked on the square jelly piece as it was too hard and tough to eat; had a sour taste. Cream centers were rancid.

If box is expected to stay on market, the Clinic suggests a much larger assortment and better quality in centers and flavors.

Impossible to price box of chocolates of this kind as most of the chocolates were very poor.

CODE 6O46

Charcoal Gum—5c

(Purchased in a drug store, New York City)

Wrapper: Cellulose, printed in red,

white and blue.

Color: Good.

Chewing Texture: Good.

Flavor: Good.

Remarks: One of the best charcoal chewing gum pieces that the Clinic has examined this year.

CODE 6P46

Assorted Gums—1¼ oz.—5c

(Purchased in a cigar store, San Francisco, Calif.)

Appearance of package: Good.

Size: Good.

Wrapper: Board boat printed in red, white and blue, cellulose wrapper.

Colors: Good.

Texture: Good.

Flavors: Fair.

Sugaring: Good.

Remarks: Flavors are not up to standard used in good gums.

CODE 6Q46

Pecan Pralines—1¼ oz.—10c

(Purchased at a Y. M. C. A. candy counter, Chicago, Ill.)

Appearance of pieces: Good.

Wrapper: Cellulose, printed paper seal inside.

Color: Good.

Texture: Good.

Taste: Fair.

Remarks: Suggest a good vanilla flavor be used to improve the flavor.

CODE 6R46

Panned Sugar Waters—1 oz.—5c

(Purchased at a Y. M. C. A. candy counter, Chicago, Ill.)

Appearance of package: Good. Cellulose bag, printed, paper clip on top.

Colors: Good.

Texture: Good.

Flavors: Good.

Panning: Good.

Remarks: The best piece of this kind that the Clinic has examined this year. Well made and good eating.

CODE 6S46

Pecan Praline—1 oz.—No price stated

(Sent in for Analysis No. 4479)

Appearance of package: Good.

Box: Folding, box printed in red, white and blue.

Praline: Wax paper wrapper, printed in red.

Color: Good.

Texture: Too hard.

Flavor: Good.

Remarks: Praline has a good flavor but was too dry and hard. Suggest batch be cooked lower and a very small amount of invert sugar be used to keep piece soft.

CODE 6T46

Sugared Hard Candy Drops—8 oz.—25c

(Purchased in a department store, Denver, Colorado)

Wrapper: Cellulose bag, wire stay.

THE MANUFACTURING CONFECTIONER

PECTIN occurs naturally in all fruits

Natural Pectin varies in quantity and quality, depending on the variety and degree of ripeness of the fruit. Pectin is the only active fruit jellying ingredient and controls the set of all jellies and the consistency of preserves, jams and marmalade.

When a fruit or juice is deficient in natural pectin, just enough NUTRL-JEL can be added to obtain the proper set or consistency. Confectioners control the set of jellied candies with CONFECTO-JEL.

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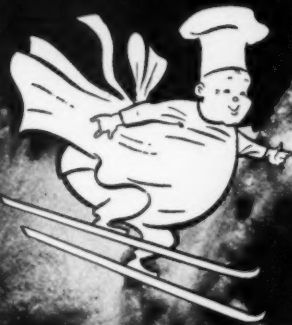
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Swift's Brookfield Fluff-dried Albumen makes your mix go farther too! Gives just the whip you want for a smoother, lighter candy mixture and retains the natural color and bland flavor of fine quality fresh whites. Economical, time-saving, packed for easy handling, Swift's Brookfield Fluff-dried Albumen dissolves quickly, requires no soaking... never clumps. Keep in touch with your Swift Salesman or your nearest Swift Branch for your supply.

Swift's Brookfield
Albumen FLUFF DRIED

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Colors: Good.
Texture: Good.
Flavors: Fair.
Sugaring: Good.
Remarks: Flavors are not up to standard used in good hard candy. Slightly high priced at 25c the half pound.

CODE 6U46

Licorice Cuts—1¼ oz.—3 for 10c
(Purchased in a chain drug store, San Francisco, Calif.)

Appearance of package: Good.
Size: Good.
Container: Folding box, printed in red, white and blue.
Licorice Cuts:
Colors: Good.
Texture: Good.
Flavor: Good.
Remarks: A well made licorice cut. Cheaply priced at 3 for 10c.

CODE 6V46

Assorted Filled Hard Candies—12 ozs.—59c
(Purchased in a retail food store, Chicago, Ill.)

Appearance of package: Good.
Box: Full telescope type, printed in colors. Name, etc., printed in buff color in center panel.
Appearance of box on opening: Fair. Each piece wrapped in printed col-

ored wax paper.
Candies:
Colors: Good.
Moulding: Good.
Flavor: Fair.
Centers: Fair. Some very tough and very little center; jacket too thick.
Remarks: Not a good eating filled hard candy. Some of the pieces lacked flavor in the jacket.

CODE 6W46

Coffee Hard Candy—1 lb.—No price stated

(Sent in for Analysis No. 4478)
Container: Round tube shaped box, printed band in buff, red and dark brown. Cellulose liner. Pieces wrapped in red cellulose.
Color: Good.
Texture: Too hard.
Flavor: Fair.
Remarks: Coffee flavor is not up to the standard of similar coffee pieces on the market. Retail price about 75c. Suggest a better coffee flavor be used.

CODE 6X46

Peppermint Sugar Mints—½ oz.—5c
(Purchased at a Y. M. C. A. candy counter, Chicago, Ill.)
Appearance of package: Good. Inside wrapper of foil. Outside printed paper band.

Size: Small.
Color: Good.
Texture: Good.
Flavor: Fair.
Remarks: A well made sugar mint but lacked a good peppermint flavor.

CODE 6Y46

Sugared Opera Gum Drops—2½ oz.—10c

(Purchased at a Y. M. C. A. candy counter, Chicago, Ill.)
Appearance of package: Good.
Size: Small, for a 10c seller.
Wrapper: Cellulose bag, printed paper clip on top.
Colors: Good.
Texture: Good.
Flavors: Good.
Remarks: One of the best opera gums that the Clinic has examined this year. A trifle high priced at 10c.

CODE 6Z46

Animal Shaped Gums—2 ozs.—10c

(Purchased at a Y. M. C. A. candy counter, Chicago, Ill.)
Appearance of package: Good. Cellulose bag, printed clip on top.
Size: Small for a 10c seller.
Colors: Good.
Texture: Tough.
Flavors: Good.
Remarks: Gums are slightly tough. Suggest formula be checked to improve the eating qualities.

CONFECTIONER'S BRIEFS

• **Curtiss Candy Co.**, Chicago, has appointed David R. Corbett treasurer, says Otto Schnering, president. He succeeds W. C. Moller who died in April. Mr. Corbett has been with Curtiss for 13 years and recently returned from three and a half years in the navy with the rank of commander. C. Howard Bent is appointed assistant treasurer.



FRED F. FOSTER, recently was again elected head of Sperry Candy Co., Milwaukee. He was one of firm's original founders and had previously served as president for 25 years.

• **Gum Laboratories, Inc.**, Philadelphia, announces Joseph Kenworth will handle Ivoryne chewing gum in Chicago and 50-mile radius as well as selected sections of Wisconsin.

• **Huyler's** has entered into an agreement with stockholders of Metro Chocolate Co., Inc., for purchase of Metro's outstanding stock and will finance acquisition through a 10-year loan.

Directors of Huyler's have recommended an amendment to the company charter which would increase the authorized common stock from 600,000 to 700,000 shares. The amendment would also authorize the sale of the additional 100,000 shares, together with 41,530 other shares of presently authorized common stock, at not less than \$10 a share. The company stated these 141,530 shares will thus be available for providing funds for the repayment or reduction of the loan, for redemption of first and second preferred stock, for additional working capital or for acquisition of other business.

A special meeting of stockholders will be called to approve these proposals.



LINCOLN MAYTHAM is named vice-president and general manager and elected a director of Queen Anne Candy Co., Hammond, Ind., President Harry S. Martin announces. Mr. Maytham was in the navy three and a half years and held the rank of commander. Previously he was an account executive for a Chicago advertising agency and a member of the Saturday Evening Post's advertising staff.

• **Shotwell Manufacturing Co.**, Chicago, announces introduction of "Fortified Puritan Marshmallows" packaged in 4-ounce cellophane bags, 48 to a carton. The carton is usable for display.

for June, 1946

When it comes to
Quality---

"Sterling"

Quality

Candy Makers KNOW
it's

Senneff's

CANDY
MAKER'S
SUPPLIES.

We invite you to
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BOOTH 109
NCA EXPOSITION

"We'll be seeing you!"

SENNEFF-HERR CO.
STERLING ILLINOIS

A Quarter-Century Devoted To The Manufacture Of Fine Chocolate Coatings



Merckens Chocolate Co. Inc. Buffalo 1, N. Y.

BRANCHES AND WAREHOUSE STOCKS IN
BOSTON, NEW YORK, CHICAGO, LOS ANGELES, OAKLAND.

• **Chase Candy Co.**, St. Joseph, Mo., announces contract to purchase Collier-Adams building as part of expansion program. The building is 412½'x166'. Part of it is three stories high and part is two stories. In the past six months labor personnel has been increased about 25 per cent and payroll about 33⅓ per cent. When Chase's expansion program gets into full swing, production will be doubled, says W. A. Yantis, president. Some lines eventually will be increased 400 per cent, he said.

• **John Mullane Candy Co.**, Cincinnati, is to move to the Neave Building on Fourth St., reports A. Gerald Mullane, president. The firm was founded in 1848.

• **Benjamin Horowitz**, a Philadelphia confectioner for over 30 years, died recently in New York City. He was 62.

• **Hamilton's Confectionery**, Jacksonville, Ill., has purchased the two-story building in which the firm is located, Lloyd Hamilton announces. Mr. Hamilton has conducted his business there for almost 33 years.

• **The new peacetime research** and educational program of the Quartermaster Food and Container Institute for the Armed Forces in Chicago, formerly the Subsistence Research and Development Laboratory, will embrace almost every aspect of food and container research and development, says Col. Charles S. Lawrence, recently released Jap prisoner of war and new commanding officer of the Institute.

• **Green Gardens Confections**, Los Angeles, announces two-color display boxes for its "Boban" and "Superb" candy bars.

• **Greater New York confectioners** contributed 61 per cent of their quota in the 9th annual campaign of the Greater New York Fund, N. Baxter Jackson, general chairman, reports. Charles R. Adelson, Delson Candy Co., New York, heads the confectionery division of the fund's industry and manufacturing section.

• **Over 600 members** of the confectionery industry attended last month's 9th annual friendship dinner of the Gopher Candy Club in Minneapolis' Nicollet Hotel. Jobber registrations came from 21 states, executives and sales managers from numerous mid-West states.

President Paul G. Sandell discussed confectionery and the part of club members in the industry.

Guests introduced by toastmaster L. J. Maschka included: Hubert H. Humphrey, mayor of Minneapolis; Frank McFadden, president, Minnesota Candy and Tobacco Jobbers Ass'n; Roy E. Linderman, secretary of the same association; Thomas J. Ryan, executive assistant, National Confectioners' Ass'n; Lt. Cmdr. Davis, of the Navy; Frank Madden, St. Paul mayor's secretary; and M. J. Herrick, vice-president, National Candy Wholesalers Ass'n, Inc.

A manufacturer-jobber-salesman meeting and a two-hour floor show were other highlights.

• **Confectionery Salesmen's Club of Baltimore, Inc.** will hold its Victory Stag Outing June 20 at Brendel's Manor Park, five miles west of Ellicott City, says Milton Roberg, publicity chairman.

• **Topp's Chewing Gum** announces removal on June 1 of its Brooklyn gum and candy plants and executive offices to Bush Terminal Bldg. No. 1 on

37th St., Brooklyn. Although more adequate facilities will be provided, no increase in production is immediately foreseen because of present raw material shortages. As part of the firm's employee welfare program, a lunchroom under supervision of an experienced dietician will be taken over exclusively for its personnel. A "Healthhabits" room, under direction of a physician and trained nurse, will be operated for employees' physical examinations, first aid, and consultation on diet and medication. A house organ will also be published. Topps will also install new equipment in its candy plant at Chattanooga, Tenn.

• **Queen Anne Candy Co.**, Hammond, Ind., has voted 7½ cents a common share, the first dividend payment since the stock was offered publicly. Walter R. Brailsford and David L. Shillinglaw have been elected directors.

• **Busath's Candy Shop**, Louisville, Ky., recently suffered damage estimated at \$5,000 when a broken water main flooded its basement. The water, 4 feet deep and mixed with about 50 tons of sand, ruined 3,000 pounds of chocolate coating. Also damaged were several carloads of paper boxes and wrapping paper, air-conditioning equipment, and four compressors used to freeze ice cream.

• **Walter Baker & Co., Inc.**, division of the General Foods Corp., Dorchester, Mass., has named Arthur E. Fest, vice-president. Mr. Fest joined Walter Baker as an associate merchandising manager in 1938. Previously he had been national sales manager of the Charter Chocolate Co. and Western sales manager of the Samoset Chocolate Co.



LEONARD WURZEL (left) is named director of store operations for Loft Candy Corp., Long Island City, N.Y. Vice-president George R. Frederick announces. Awarded the bronze star medal, he served two years overseas and returned to the states as a captain in January. SIDNEY H. BERG (right), assistant to Mr. Frederick, is named Loft's director of sales, merchandising, and advertising.

• **Joseph Pipher** is named head candy buyer for Theatres Candy Co., Milwaukee; Nebraska Candy Concessions, Omaha; West Coast Automatic Candy, Inc., Los Angeles; and Theatre Confections, Inc., Minneapolis. Mr. Pipher was formerly with B&K Theatres, Chicago.

• **Peter Sisco** has announced his retirement as president of Sisco-Hamilton Co., Chicago. His holdings in the firm have been turned over to his five children: Albert, Quentin, Catherine, Teresa and Angela.



America's Gift to the World

Most of the world has gotten a new conception of candy since the American service man spread slang, swing and confectionery around the globe. Until then, most foreign candy was either so expensive only the rich could afford it or so bad not even the poor would touch it.

Fine quality candy at a low price is strictly an American idea, founded on the American candy manufacturer's wide and intelligent use of corn syrup, confectioners starches and dextrose sugar.

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★ CONFECTIONERS CRYSTAL 3 STAR CORN SYRUP ★

★ CERELOSE... DEXTROSE SUGAR ★

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FROZEN WHITE • FLAKE ALBUMEN • POWDERED ALBUMEN
SPRAY ALBUMEN • also EGG YOLK: FROZEN OR DRIED

Send for samples!

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Plants at: WICHITA FALLS
 Texas

CHICKASHA
 Oklahoma

McKENZIE
 Tennessee

NASHVILLE
 Tennessee

• **Universal Match Corp.** and its divisions, Schutter Candy and Candy Bros. Mfg. Co., Inc., St. Louis, announce 10 new area representatives: John Kavanaugh will cover Rhode Island and eastern Massachusetts; Irving Spivack, Milwaukee; Clyde Wooley, Columbus territory; Samuel Alk, Chicago; Josephus Beard, Birmingham; Wayland Tanning, Chicago; Walter Bellile, Saginaw, Bay City and Flint areas; Burton Baetz, Detroit office; James Randall, the Green Bay territory; and Paul F. Sweeney, Cleveland.

• **The confectionery industry** was recently saluted on the Valley Forge Caravan sponsored by the Adam Scheidt Brewing Co., Norristown, Pa. Hosts for the broadcast were: F. M. Demerath, Plantation Chocolate Co., Inc.; C. R. Yarnall, vice-president, Peter Paul, Inc.; and members of the Quaker City Chocolate Co. Developments of American candy manufacture, candy merchandising, and emergence of America as the "Candy King of Nations" were featured.

• **California Dairy Advisory Board** will devote special attention to dairy products as used in confectionery manufacture, says Richard L. Werner, general manager of the California Dairy Council and director of research activities. Studies are being conducted at the University of California.

• **Maskey's Candies**, San Francisco, after 58 years of operation, has been sold by Mrs. Emma Maskey to Guido Ferrari, Emil Bauzen, and Ray Treanor. Mrs. Maskey, who operated the business since the death of her husband during World War I, is retiring. The new owners will continue the Maskey name, formulas, and operation of the Kearney St.

factory and store. The factory is being remodeled, re-equipped, and streamlined. Other stores will be opened in San Francisco later.

• **Queen Anne Candy Co.**, Hammond, Ind., has appointed Spencer L. Lott controller. Mr. Lott comes to Queen Anne after three years as assistant controller for Victor Adding Machine Co., Chicago. Previously he had served for 15 years in various accounting capacities with Central Fibre Products Co. and the Pepsodent Co., both of Chicago, and with the B. F. Goodrich Co., Akron.

• **Steven Candy Kitchens, Inc.**, Chicago, announces W. R. Maclean has joined the firm as assistant to the president. Mr. Maclean was formerly with Arnold Schwinn & Co. as assistant general manager, and prior was vice-president and general manager of Cummins Perforator Co.

• **Candy consumption has increased** so much since servicemen have returned that candy stocks are not expected to reach prewar levels until next year, S. H. Cady, Jr., director of the Council on Candy of the National Confectioners' Ass'n, said at a meeting of more than 300 Kentucky and Indiana manufacturers, wholesalers, and distributors at the Kentucky Hotel, Louisville. A new era in candy production will be born "once sugar rationing is discontinued," he said.

• **Nutrine Candy Co.'s** registration statement filed recently with the SEC discloses the Chicago firm's stockholders propose to sell 200,000 shares of \$1 par value common stock. Underwriters would buy the stock from shareholders at \$7.50 a share and offer it publicly at a price to be filed in an amendment.

• **Western Confectionery Salesmen's Ass'n** will hold its 32nd Annual convention December 5-7 at Chicago's Hotel Sherman, announces Walter A. Rau, secretary-treasurer.

• **Stephen F. Whitman & Son, Inc.**, has named William M. Noonan sales manager and James Lindsey Western manager, says Louis L. McIlhenney, president. Mr. Noonan has been active in the firm's sales operation for 15 years, and for the last seven was sales promotion manager. Mr. Lindsey was with the Philadelphia sales headquarters. The appointments, Mr. McIlhenney says, are part of Whitman's long-range expansion and development plans.



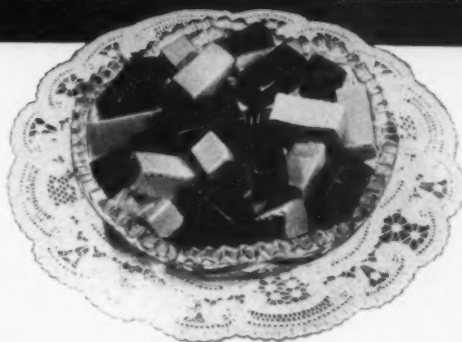
Lt. Tolbert N. Richardson, Jr., who served in the navy during the war, recently resumed his position as active head of Thos. D. Richardson Co., Philadelphia.

• **Gerald S. Doolin** is named sanitary director of NCA's sanitary committee, says Philip P. Gott, president. Charles F. Scully, Williamson Candy Co., is chairman. Eighteen committee members will be named later.

Mr. Doolin was recently discharged from the army as a captain after three and a half years with the Sanitary Corps. He spent two years overseas in France and England. Prior to the war, Mr. Doolin was active for over seven years in food chemistry, bacteriology, and plant sanitation problems. He formerly was with Swift & Co., and later with Fowler Laboratories in Chicago, studying problems involving biological changes in processed foods.

• **In an analysis** of prospects for manufacturers' selling agents, the Marketing Division of the Office of Domestic Commerce points out they offer "a quick, effective means whereby the smaller producer can undertake the distribution of his line at a minimum initial outlay." At the same time, smaller manufacturers can exercise close guidance over sales programs pursued to distribute their products. Chief assets of manufacturers' agents are their specialized knowledge of distribution techniques, their contacts, and their understanding of special requirements and preferences of sales territories. "Wholesalers, retailers, and others," the survey concludes, "often find it expedient to buy from the manufacturers' agent for several reasons. They may have complete confidence in his judgment with regard to merchandise lines and this confidence, in turn, engenders a feeling of responsibility on the part of the agent toward his customers." Increasing importance of manufacturers' agents along with increased emphasis on distribution problems was also foretold. A 41 per cent increase in number of agents between 1929 and 1939 was reported.

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flavor
quality
of your candy

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- uniform
- easy to use



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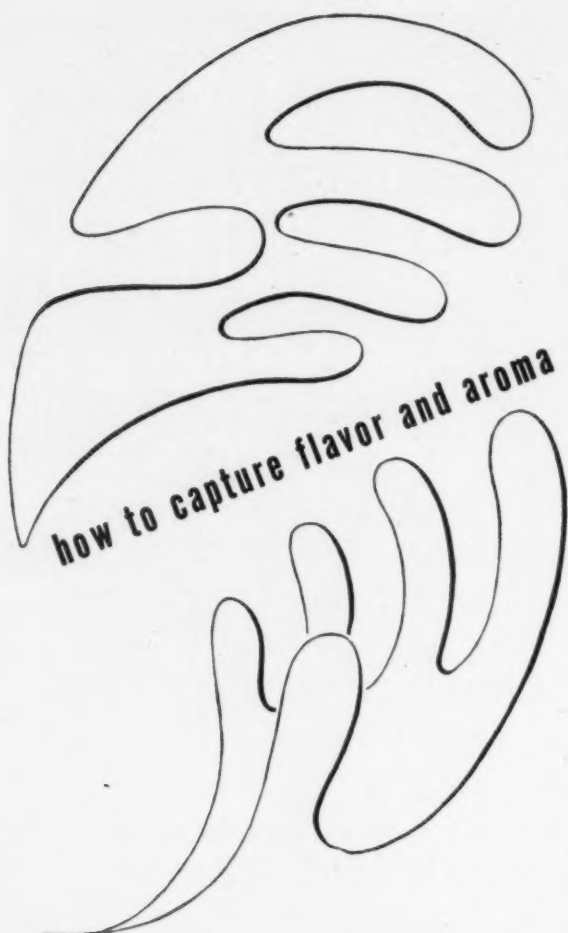
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*Reg. U. S. Pat. Off.

• **The Association of Manufacturers of Confectionery** and Chocolate unanimously elected the following officers for one-year terms at its annual meeting in New York's Hotel Pennsylvania last month: Samuel D. Fried, Up-to-Date Candy Manufacturing Co., president; Charles F. Haug, Mason, Au & Magenheimer & Co., vice-president; Harry Lustig, secretary-treasurer. And the Executive Committee consists of: Herman L. Hoops, Hawley & Hoops, chairman; Charles R. Adelson, Delson Candy Co.; H. Russell Burbank, Rockwood & Co.; Leonard Griffiths, Fanny Farmer Candy Shops; William F. Heide, Henry Heide, Inc.; David Kessler, Sphinx Chocolate Co., Gordon Lamont, Lamont, Corliss & Co.; William H. Maichle, Beech-Nut Packing Co.; Irvin C. Shaffer, The Maillard Corp.; and R. Emerson Swart, Huyler's.

• **Chicago Candy Club** President W. B. Durgin has appointed W. G. Gronberg, chairman, Edward Ossowski and William G. McMahon, members, of the club's committee to serve on NCA's council of candy, reports T. A. Sommer, secretary and treasurer of the club. Club membership increased to 116, as Membership Chairman Max Pinski announced the following new members at last month's dinner meeting; R. J. Burke, Burke Products, Inc.; O. W. Johnson, Callerman Co.; William Krafft, Clinton Sales Co., Inc.; Herman Lebeson, Union Sales Corp.; C. K. Lind, Lind Brokerage Co.; J. D. O'Connor, Bunte Bros.; G. R. Toole, Burke Products Co., Inc.; T. B. Tribble, Magnus, Mabee & Reynard, Inc.; A. W. Waddell, Charms, Inc.

• The first of a series of monthly advertising messages featuring a specific kind of a candy as the "Societe Candy of the month" has been released recently by the **Imperial Candy Company**, Seattle, Washington. The initial advertisement in the program featured "Societe Chocolats" as the candy-of-the-month. Announcement of the featured Societe candy for a month will be made in a series of ways, in addition to using newspaper space. These will include point of sale displays, outdoor, and a dealer house organ "Societe Candy Merchandiser", newly put out by the Societe makers.

• **Fred Meyer, Inc.** Vice President Earl A. Chiles announces, "To give our customers the benefit of day-to-day contact with the New York markets, we are establishing a resident buying office, to be managed by a man who knows the Northwest problems as well as the market problems." Mr. James L. Townsend, well-known in New York merchandising and advertising circles may presently be reached at 152 West 20th St., N. Y. Permanent headquarters will be announced as soon as arrangements are completed.

• **E. Gordon Goudey**, widely known as "the Penny Gum King of the World," died in Wellesley Hills, Mass. A direct descendant of Gov. William Bradford, Mr. Goudey was 83. He is reported to have sold the first box of Beeman's Pepsin Gum in New England and to have been the first man to sell candy and chewing gum in New England on a commission basis. In 1918 he began manufacture of "Oh Boy" chewing gum and was soon putting out 1,600,000 pieces daily.

• **Mrs. P. W. Allured**, publisher of The MANUFACTURING CONFECTIONER, was reelected a vice-president of the Advertising Federation of America at its annual convention in Milwaukee last month. Mrs. Allured also was named chairman of the AFA council's women's advertising clubs.



RICHARD D. MUZZY (left) was named president of the New England Manufacturing Confectioners' Ass'n at its annual meeting last month. Mr. Muzzy is vice-president of Daggett Chocolate Co. Other new officers: K. P. Miner, Brigham's, Inc. (Durand Div.), vice-president; C. C. Brett, Miller & Hollis, Inc., treasurer; R. W. Clare, New England Confectionery Co., secretary. Directors are: W. W. Cummings, Shaghalian's, Inc.; R. S. Lewis, E. P. Lewis & Sons, Inc.; H. H. Sprague, W. F. Schrafft & Sons Corp. Mr. Sprague is retiring president. W. R. Guild continues as managing director.

• **Average weekly earnings** of confectionery workers were \$32.60 in February, the U. S. Bureau of Labor Statistics reports. Average weekly hours worked totaled 40.0. Average hourly earnings were 80.3 cents. Weekly earnings were down 1.6 per cent from January this year, up 4.2 per cent from February, 1945. Weekly hours were down 0.7 per cent from January this year and 4.8 per cent from February, 1945. Hourly earnings were up 0.1 per cent from January this year and 9.6 per cent from February, 1945. Average 1945 weekly earnings were \$31.55, average weekly hours worked 41.0,

average hourly earnings 76.5 cents.

Average weekly earnings for March, latest figures indicate, were \$32.31, 0.7 per cent from the month before and up 3.3 per cent from March, 1945. Average weekly hours worked totaled 39.8, down 0.7 per cent from the month before and 4.7 per cent from February, 1945. Average hourly earnings were 80.2 cents, down 0.1 cent from the month before and up 8.5 per cent from March, 1945.

• **Southern Wholesale Confectioners' Ass'n, Inc.**, will hold its "atomic" convention July 21-24 in Miami. Headquarters will be in the McAllister and Columbus Hotels. Convention is called "atomic," it is explained, "because the letters spell 'All the Opportunities in the Miami Convention' or 'All Together on Merchandising in Candy.'"

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PRODUCTS OF MODERN SCIENCE



**A BETTER
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NYLON was created by science to replace natural fibres and substitutes. Made from natural elements, it is superior in appearance and in strength.

A BETTER BUTTER REPLACEMENT

CULTURED EXTRIN AA was created by science to replace butter and butter substitutes. Made from natural elements, it is superior in economy, uniformity, stability and workability. Mixed with oil or shortening, it costs less than half the price of butter, no more than ordinary butter flavorings. Does not bake out, cook out or turn rancid. Used by thousands of candy and bakery plants.

Order an 8-lb. trial tub, sufficient to Extrinize 2¼ tons of dough mix or 3½ tons of candy—\$18.90 f.o.b. New York. Always guaranteed all ways. **EXTRIN FOODS, INC.**, 70 BARCLAY ST., NEW YORK 7. **EXTRIN FOODS OF CALIFORNIA, INC.**, 5225 WILSHIRE BLVD., LOS ANGELES.



**CULTURED
EXTRIN · AA ·**

**NATURAL INGREDIENTS
NATURAL PROCESSING
NATURAL BUTTER TASTE**



WE'RE LOOKING FOR A CHEMIST

With Experience in Confectionery or Food Processing

We have an opening for a graduate chemist or chemical engineer who likes to work with a purpose—who can apply scientific knowledge to practical plant problems. To a man who has the necessary qualifications we can offer an opportunity for future security with an important position in our firm. He will start as an assistant production manager and chemist for an old and highly regarded manufacturer of fine package chocolates whose high quality product is well established in the Southwest.

To qualify for this position the man should be between 30 and 45 years old, have a college degree in chemistry or chemical engineering, and have some knowledge of candy manufacturing problems. Experience in the confectionery industry or in allied fields is highly desirable. He should be eager to learn candy manufacturing thoroughly from both the practical and scientific sides. In addition, he should be of unquestioned honesty, have good health and sound habits, a forceful and pleasing personality, and the ability to get along with others. If you are such a man this opportunity is well worth your investigation. Write us about yourself, giving particulars of training, previous employment and references. Address Box F-6466, **The Manufacturing Confectioner**.

All Correspondence will be held in strict confidence.

HOOTON WILL BLEND A

CHOCOLATE

TO MEET YOUR REQUIREMENTS

Blending chocolate and coatings since 1897 enables us to create and match formulas with exacting features of flavor, body and color to meet your individual requirements. Dependable sameness of quality always.

Ice Cream - Confectionery - Baking

HOOTON CHOCOLATE CO.
Fine Quality Since 1897
NEWARK 7, NEW JERSEY

SUPPLY FIELD NEWS

• **Florasynth Laboratories, Inc.**, New York, announces augmentation of its Pacific Coast facilities by an enlarged manufacturing plant, distribution center, and warehouse in San Bernardino, Calif., and appointment of new personnel to handle manufacturing and merchandising operations in that section of the country.

Dennet Withington, president, California Chemical Corp., is named in supervisory charge of all Pacific Coast activities. Merritt V. Eusey, closely identified with the food and chemical industry for over



Dr. William Lakritz



Charles P. Kramer

20 years, will be in charge of the Los Angeles offices. Associated with him is former Capt. Eliot Friberg, who also has broad experience in the industry. John Allen, a former Army Air Forces lieutenant and a prisoner of war for nine months, will assist Mr. Eusey. Walter J. Morehead directs the San Francisco office.

The Katz family interests retired from the corporation March 15 and from management of West Coast offices, Florasynth announces.

Organizational structure of the firm's Eastern and Midwestern facilities will remain the same. David Lakritz directs the main plant in New York. Treasurer Joseph Fein heads the firm's purchasing department.

William Lakritz, president and general sales manager; Mrs. C. F. Senior, widow of one of the firm's founders; and Charles P. Kramer, remaining officers and directors, have been with the firm for over 25 years.

• **A. E. Staley Manufacturing Co.**, Decatur, Ill., has elected E. K. Sheiter executive vice-president, Dr. W. A. Kutsch a vice-president, and Dr. R. E. Greenfield general superintendent, says A. E. Staley, Jr., president.

• **Foote & Jenks**, Jackson, Mich., reports government permission for immediate construction of a one-story, 27,000-sq. ft., fireproof building for laboratories and offices. The addition will afford the firm 45,000 sq. ft. Completion is expected by early fall.

• **Mart Haller, Inc.**, Miami, announces Mart Haller and J. A. Prieto are making a month's tour of South America.

WARFIELD CHOCOLATE DIVISION

in the **Center**
of the **CANDY INDUSTRY**
WITH THE COATING FOR
YOUR **Centers!**

• **Joseph B. Magnus**, vice-president, Magnus, Mabee & Reynard, Inc., New York, was honored by the firm and its employees at a recent celebration of his 50th birthday and his 30th year with MM&R.

• **Swift & Co.**, Chicago, has purchased White Gold Ice Cream Co., Flint, Mich., says A. C. Moysey, head of the company's ice cream department, and will operate it under Swift's name. John F. Hynes is named manager.

• **B. W. Dyer & Co.**, New York, reports the recent coal and steel strikes will probably affect 1947 sugar supplies. Sulphate of ammonia, an important fertilizer in sugar production, is derived from coke in the process of making steel. The steel and coal strikes to date are reported to have reduced U. S. output of this fertilizer from about 950,000 tons to 750,000 tons for 1946. Puerto Rican cane sugar and California beet sugars and probably other sugar producers will be affected. For example, Puerto Rico's supply of this fertilizer, is expected to be reduced from 85,000 tons to 60,000 tons. The 1947 Puerto Rican sugar crop would thus be about 100,000 tons less than would otherwise be the case, the firm says.

• **Ambrosia Chocolate Co.**, Milwaukee, recently joined the National Safety Council.

• **Felton Chemical Co.**, Brooklyn, announces Leonard Allen and John deMeo as additions to its New York City sales force. Robert Burke has joined Felton's Chicago sales branch.

• **The Aromanilla Co., Inc.**, New York, is distributing a new booklet "Flavoring—One of the Secrets of Repeat Sales." In the form of a handy file folder, it includes some of the latest data science has gathered on physical taste; how to put "palate-appeal"

in confectionery, baked goods, ice cream, and other products. Development of vanilla flavor to withstand temperature extremes is also discussed along with its dilution and use.

• **California Almond Growers Exchange** will tell the quality story of Blue Diamond Almonds in a national advertising campaign. The grower-owned Exchange will use various media in its drive to acquaint the nation's confectioners, salters, grocers, and consuming public with the use, quality, and flavor of California's almonds. The Exchange reports a consistent and rapid increase in sales of packaged almonds during the past five years.

GALEN L. HAUGER, recently returned from service, is named general sales manager of Sennett-Herr Co., Inc., Sterling, Ill., says B. F. Kreider, general manager and secretary-treasurer. Other key personnel include: C. W. Sennett, president; Fred A. Hay, vice-president and general superintendent; Frank McClanathan, service and research specialist; Charles Kreider, assistant superintendent; Ben Welcher and Farold Lease, sales and purchasing departments; and Lester Kreider, Dan Metzger, Harold May, Arthur Pope, World War II veterans.



• **Schimmel & Co., Inc.**, New York, has named Yates D. McGwier sales representative for Southwestern states. Mr. McGwier was a major with the Army Air Forces and served in the Pacific for three years.

• **Confectioners are the largest users of corn syrup** in the U. S. and this year will consume over 800 million pounds, says A. E. Staley Manufacturing Co., Decatur, Ill.

if it's Flavors— it's **P & S!**

For Complete Flavor Service!

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New booklet of P & S products—contains many helpful hints on how you can get the most from your flavors and extracts! If you want special advice to help you solve your flavor problems, P & S Research Laboratories will develop a flavor to meet your own specific requirements for taste and cost limitations—without any charge to you.



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HUBINGER

UNIFORM... DEPENDABLE
Confectioners' Corn Syrups, Thin Boiling Starches, Moulding Starch

OK

Brand

• The Hubinger Co., Keokuk, Iowa, announces election of Robert S. Fisher as president and Howard J. Jackson as director. Louis A. Rovane, former president and director has resigned. Messrs. R. S. Fisher, R. L. Krueger, A. M. Robinson, R. L. Albrook, and H. J. Jackson, now form the board of directors. Officers in addition to President Fisher are: R. L. Krueger, assistant to the president and treasurer; A. M. Robinson, vice-president in charge of sales; R. L. Albrook, vice-president in charge of production; L. J. Ewers, vice-president in charge of purchase; and H. J. Jackson, secretary and assistant treasurer. Changes in officers were made necessary by redistribution of certain stock holdings and sale of majority holdings by Madden interests, the firm announces.

• Refined Syrups and Sugars, Inc., Yonkers, N. Y., announces election of J. P. Cody to board of directors. Mr. Cody was marketing and sales promotion consultant for the firm for the past two and a half years.

FRED MUELLER, vice-president and general sales manager of Corn Products Refining Co., is named a director of the firm. Mr. Mueller started with Corn Products in the bulk sales department. In 1934 he was elected vice-president of Corn Products Sales Co. In 1944 he was made general manager of Corn Products Refining Co.



• Clinton Industries (formerly National Candy Co.) capital stock, listing of which was approved recently by the committee of the New York Stock Exchange, is expected to make its initial appearance in trade on that market soon. At present it is quoted on the New York Curb and St. Louis Stock Exchange.

• American Home Products Corp., New York, recently acquired the Joseph Burnett Co., Boston, for 8,918 capital shares of American Home Products, parent company of American Home Foods, Inc., says H. W. Roden, vice-president.

• William J. Stange Co., Chicago, announces plans for a new plant and general office building in Maywood, a Chicago suburb. W. B. Durling, president, says the plant will represent an investment of over a half million dollars and construction will be started as soon as building industry conditions permit. About 100,000 sq. ft. of floor space will be provided.

SUGAR WORRIES?

Try our ready-to-dip fruit centers. Two styles.

LIGHT MIX—selected light fruits for a delicious light center.

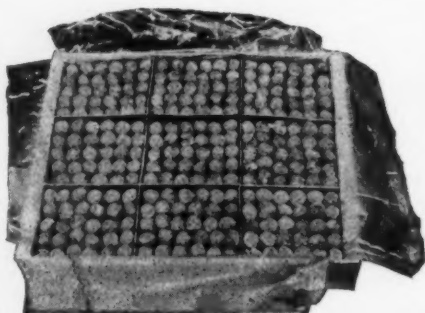
DARK MIX—Includes greater assortment for variety and flavor.

These machine-made ball centers are a blend of selected, honey-dipped mixed fruits that come to you lightly starched and ready to dip.

Order a trial shipment from this ad at 29¢ per pound, F.O.B. Minneapolis.

or write for details.

CAYOL FOODS 624 Third Avenue North
MINNEAPOLIS 3, MINNESOTA





Formula for Marshmallow Whip

Would appreciate your formula for marshmallow whip. Thank you.
—Pennsylvania

REPLY: To make a firm, consistent marshmallow cream, 100 pounds of corn syrup, 9 pounds of water and 3 pounds of powdered, fresh egg whites are used. The syrup is cooked to 240° F.; the body of this cream may be increased by the addition of a slurry of one pound of tapioca flour in 2 pounds of water to the sugar syrup after it has been boiled to 240° F. The marshmallow cream is made by adding the corn syrup solution to the egg whites dissolved in the water. After developing the volume, stability and texture that comes closest to expectations, cane sugar, invert sugar or cerelose may be substituted for corn syrup pound for pound as given in the above formula. If further increase of the body of the marshmallow cream is desired, the addition of tapioca solution may be increased.

When powdered egg white is allowed to soak in water for some reason or another, it will deteriorate at room temperature just as rapidly as though it were fresh egg albumen. Therefore, it is quite important to be careful in this respect in order to avoid an unpleasant odor and taste. To make a rapid solution of powdered egg white, equal parts of water and whites are hand-whipped until smooth and creamy. The balance of the required water is then added.

This procedure may also be employed if an upright vertical type of machine is used, by using the low speed on the machine. Beaten egg whites can also be made from two to four pounds of cold corn syrup for each pound of powdered egg whites. The mixture is creamed at low speed for about one minute until completely dispersed; a required amount of water is added and the mixture whipped up at high speed to a good body consistency, after which the cooked syrup is added slowly, continuing the whipping to a sharp peak. The powdered egg whites are added dry to the four pounds of cold corn syrup.

Trade-Marks

The following memorandum relating to Trade-marks is made available through an arrangement with James Atkins, registered patent attorney, Munsey Building, Washington, D. C. The trade-marks were recently published by the U.S. Patent Office and, if no opposition thereto is filed within 30 days after the publication date, the marks will be registered.

Yanks. Ser. No. 455,796. Leslie C. Crafts, Wellesley, Mass.
For candy coated chewing gum.
Old Nick. Ser. No. 475,132.

Schutter Candy Co., Chicago. For candy.

Always printed on striped colored background. Ser. No. 474,961. Pan-American Candy Co., Ashley, Ill. For candy.

Joyce Ann. Ser. No. 481,611. Burton & Dreyer, Waukegan, Ill. For general line of candies.

Miramar. Ser. No. 483,640. Walker Products Corp., New York. For hard candies.

Movie Land. Ser. No. 481,114. B. H. Karmen, d. b. a. Confections of California, Chatsworth, Calif. For candy.

Dalo's Humbugs. Ser. No. 479,-

(Please turn to page 100)



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BROKERS of the Pacific Coast
... Resident men in Washington,
Oregon, Northern California, and
Southern California.

JOHN T. BOND & SON

630 SOUTH WILTON PLACE, LOS ANGELES

FRESH COFFEE FLAVOR MAKES A DIFFERENCE!

Barrington Hall Instant Coffee is the perfect coffee flavor for confections and ice cream. It stays fresh because the elements which cause coffee flavor to turn stale have been removed. Barrington Hall is fine coffee, 100% pure, ready for instant use. Write today for full details.

BAKER IMPORTING CO.

NEW YORK: 30 Church St.

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INSTANT *Coffee*
100% PURE

ANOTHER FINE PRODUCT OF HYGRADE FOOD PRODUCTS CORP.

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Penick & Ford wish to extend best wishes to our many friends and customers at The N. C. A. Convention and a cordial invitation to visit our Booth

NO. 2

in The N.C.A. Exhibits

June 24-27, 1946

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PENICK & FORD Ltd.
Inc.

420 Lexington Avenue, New York 17, N.Y.

Factory . . . Cedar Rapids, Iowa

"M.C." BOOK REVIEWS

Robinson-Patman Act Symposium

A series of papers on the Robinson-Patman Act. 105 pages. Price \$1. This convenient book records discussions at a recent special meeting of the Section on Food, Drug, and Cosmetic Law of the New York State Bar Ass'n, on the many aspects of the Robinson-Patman Act, which amended two sections of the Clayton Act. The papers review the law of Section 2, as thus amended, and discuss major questions presented by it. Authoritative in character, the symposium should prove useful to the legal representatives of all manufacturing confectioners and other food processors. It covers many legal problems in prices, distribution, and adulteration and specific legislative actions are cited. The significance and application of related legislation, as evidenced by state fair trade acts now in force in 45 states, are also completely discussed.

Surface Active Agents

C. B. F. Young, Ph.D., and K. N. Coons, Ph.D. 392 pages. Fully illustrated. Price \$6.00.

Theoretical aspects of surface tension and its application to various industrial fields are treated in this comprehensive book, which is based on research in various industries made by the authors and others. The study also deals with many branches of industries in which surface active agents are used. Many typical formulae facilitating formulation of emulsions and other products based on utilization of surface active agents are included.

Determination of surface tension is described and apparatus used illustrated. An alphabetical list of wetting and other surface agents, a well selected bibliography, and chemical and mathematical equations also are provided.

Packaging Series

American Management Ass'n. Five pamphlets: \$3.25. Prepared from papers given at various packaging and shipping conferences during 1945, these pamphlets offer concise treatment of various everyday packaging prob-

BUFLACON

BUTTER FLAVOR CONCENTRATE
... MAJOR BUTTER Problems Solved!

1. Butter Rancidity—Eliminated
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Made entirely of pure Cow's Milk, Sterile and cannot turn Rancid—Stable and Always Uniform Cannot Cook Out.

Non-Alcoholic. Write for Literature & Low Prices

National Food Products

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lems. Question-and-answer reporting of discussions following presentation of the respective papers give further valuable information.

Organizing for Package Development (.50) contains data presented by Fred A. Nuessle and by Sam Ekin. Mr. Nuessle discusses "The Organization and Operation of a Package Development Department." He considers personal selection, responsibility assignment, package development, trial run, specifications, importance of cooperation, and establishment of a packaging committee. Mr. Ekin discusses "The Consumer's Stake in Pre-packed Merchandise."

Technical Advances in Packaging (.75) contains discussions by S. F. Thune on "Synthetic Resin Adhesives," by W. H. Graebner on "The Application of Humidity Equilibria to Package Engineering," and by C. E. Maier and S. L. Flugge on "Corrosion on Metal Food Containers." Various helpful charts are provided.

Cutting Packaging Costs (.75) contains the following: "The Prevention of Damage Claims," by Edward Dahill; "The General Electric Cushioning Evaluator and Its Use," by J. H. Goss; "The Role of Pallets and Fork Trucks in Postwar Materials Handling," by Lt. W. T. Sheldon, SC, USNR; and "Munitions Packaging at the Receiving End," by Lt. Col. F. F. Berlinger.

Making the Most of Packaging Material (.75) discusses: "The Road Forward," by C. W. Browne; "Combinations of Flexible Materials for Packaging," by W. F. Cullom; "Packaging Problems Clinic," a panel session; "Accessory Functions of Adhesives," by Dr. F. C. Campins; and "Peacetime Possibilities of V and W Boxes," by E. A. Throckmorton.

Modern Package Production (.50) contains: "Modern Materials Handling and Warehousing Methods," by Cmdr. B. R. Lewis; "Latest Developments in Army and Navy Specifications," by H. T. Holbrook; "Present Day Packaging Machinery Problems," by C. A. Claus; and "Packaging and the Designer," by J. H. Nash.

The Science and Art of Perfumery

Edward Sagarin. 268 pages. Illustrated. Bibliography. Price \$3.00. The story of perfumes and odors is told in this interesting book which includes scientific, commercial, and popular details of the industry. The book covers the history of perfumery, raw materials of the perfumer, methods of production, art of perfumery, relationship of odor to flavor, commercial development of the odor business, psychology of perfumes, and the role of perfumery in the life of man. Scientific advances of most recent nature are treated in detail, so that the reader is given a cross-section of an entire industry. Chemists synthesizing odorous chemicals will find it particularly informative.

Soap in Industry

George Leffingwell and Milton Lesser. 204 pages. Bibliography. Price \$4.00. This book is intended as an indicative rather than an exhaustive survey of the industrial uses of soap, say the authors, as contrasted with heavy metal soaps, and places particular emphasis on the growing place of these soap uses in industry. It is a practical treatise which will provide chemists, manufacturers, salesmen, industrial workers, and students with many useful hints as to the utilization of soaps in manufacturing processes. In the various industries, many

for June, 1946



RUM specialties

for every type
of product

SCHIMMEL & CO., Inc.
601 West 26th Street, New York 1, N. Y.

Famous for flavors and basic flavoring materials

Ambrosia-Food of the Gods



This mighty statue is that of Baal, great god of Assyria. Many were the sacrifices of rare foods before his altar, centuries old.

The young people who live in our great country enjoy today a confection far more delicious than any laid as the sacrifice before this ancient Assyrian god. For them, rich, smooth Ambrosia Chocolate Coatings enhance the goodness of the magnificent fillings developed by the confectioners of America for their rapturous enjoyment.

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**CHOCOLATE
COATINGS**
MADE IN MILWAUKEE

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May we continue to hope
that we will soon be able



to serve a greater and
wider circle of friends.

COCOLINE PRODUCTS, INC.

MANUFACTURERS OF
fine Cocoa Powders and Chocolate Coatings

40-20 22nd St.

Long Island City, N. Y.

.. better candies can be made
with



Roller Process Powdered Whole Milk

**LABORATORY
CONTROLLED**
for FINE QUALITY

● You don't have to use more sugar to increase the poundage yield of the batch when you use larger quantities of roller process powdered milk in a given formula.

WRITE TODAY for our new recipes of certified, simplified formulas for Fudges, Grained Caramels, Grained Nougats, Seafoam Kisses, Roll Cream Centers, Cast Cream Centers and others.

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**ITS GOOD
FLAVOR
ALWAYS
STANDS OUT**

Prezanilla gives candy a balanced and lasting flavor. One gallon is the equivalent of 23 gallons of standard strength vanilla—but of superlative flavor value. Prezanilla may be used in flavoring any food product wherever pure vanilla is required. Economy and satisfaction guaranteed. Sample and prices sent on request.

PRESTIGE PRODUCTS COMPANY

261 FIFTH AVENUE • NEW YORK 16, N.Y.

special soap-like products are employed for specific tasks. These products, whose raw materials are fats and oils, are treated separately in detailed discussions of individual industries. The authors have included a wealth of formulae carefully selected during their many years of experience with industrial soaps and their application. Attention is called to the distinctive qualities of various formulae, methods of their preparation, and their uses.

The authors also bring out significant properties of soap. One of these is its peculiar property of penetrating and carrying other substances with it, a property that makes it useful in a great variety of manufacturing processes. Another property of industrial significance is that of lowering surface tension. In many industrial processes soap functions advantageously for other than detergent reasons, due to its efficiency as a dispersing agent in a wide range of emulsions.

Organic Reagents for Organic Analysis

Staff of Hopkin and Williams Research Laboratory. 175 pages. Bibliography. Price \$3.75. A handy reference book on use of organic reagents in preparing derivatives of organic substances for identification by melting points. Major groups of organic compounds to be analyzed are listed and detailed discussions of the best reagents to be used for obtaining derivatives of each group are given. A supplementary list of other possible reagents and literature references are also provided. Important organic reagents are given in alphabetical order. Melting points of organic derivatives are tabulated. Research chemists will find this book's compilation and systematic arrangement of scattered data helpful in identifying organic compounds in the shortest time.

Booklet Notes

Industrial Engineering for Better Production (.75). An American Management Ass'n study on organizing an industrial engineering department and coordinating research and engineering. Effect of incentives on cost, getting and using employee ideas, and the Lincoln Electric Co. incentive plan are also studied.

The Foreman and The Veteran. Ted Handelman. (.25). Digest-sized manual for foremen, supervisors, and department heads giving concrete suggestions on handling various situations in foreman-veteran relations. During the war the author was an army correspondent. He is now an industrial relations expert.

What's Ahead for the Veteran. Ted Handelman. (.15). Pocket-sized folder for veterans on reorientation in civilian employment. Offers employers an inexpensive opportunity to develop veteran relations program.

**Advertising in
CANDY MERCHANDISING
Will Produce Better Results
Because It Is...**



**"It Fits Your Pocket
and The Field"**

**THE DISTRIBUTOR'S
OWN MAGAZINE**

STREAMLINED

AND TIMED TO REACH

Jobbers	All Types of Chains
Syndicates	Grocery Distributors
Food Distributors	Large Retail Buyers
Army, Navy, Marine Post Exchanges	

Candy Merchandising designed to fit a specific need—is a magazine devoted to the distribution problems of over 10,000 candy, drug, grocery and tobacco jobbers; department and chain store buyers and other case lot purchasers of confectionery products. They sell 86% of all candy, so they must be informed of your products if you want them to buy.

Candy Merchandising is your selling medium. Because it reaches ONLY volume distributors, it is the natural outlet for your candy advertising.

The cost of a campaign in *Candy Merchandising* is very low. A page in each issue of *Candy Merchandising* and *The Candy Buyers' Directory* costs \$427.50. This gives you a 5% discount per page on use of the four issues.

Candy Merchandising guarantees you a circulation of 6000 per issue and 10,000 on the *DIRECTORY* or complete jobber coverage for your advertising.

Next Issue, July, 1946

—Reserve Space Now

CANDY MERCHANDISING

**Including
The Candy Buyers' Directory**

**400 W. Madison St.
303 W. 42nd St.**

**Chicago 6, Ill.
New York 18, N.Y.**

**TIME-SAVING
SHORT-CUTS
FOR MANUFACTURING CONFECTIONERS**

Stop Summer Spoilage Before It Strikes!

Let scientifically balanced, low-cost Oakite TRI-SAN go to work now on your walls, floors, ceilings . . . wherever summer odor, mold or bacterial contamination threaten to spoil summer sales and profits!

Easily applied with brush, spray or cloth, Oakite TRI-SAN completely destroys odors at the source . . . its fungistatic properties effectively retard mold growth . . . and its detergent action removes bacteria-harboring light dirt deposits.

Try this 1c-per-gallon sanitizing solution TODAY. 20-page FREE booklet gives application details . . . Write on company letter-head for copy NOW!

OAKITE PRODUCTS, INC., 36C Thames St., NEW YORK 6, N. Y.
Technical Service Representatives Conveniently Located in All Principal
Cities of the United States and Canada

OAKITE Specialized CLEANING
MATERIALS • METHODS • SERVICE • FOR EVERY CLEANING REQUIREMENT

**Welcome to the
Confectioners' Convention!**

AND ESPECIALLY TO BOOTH 511

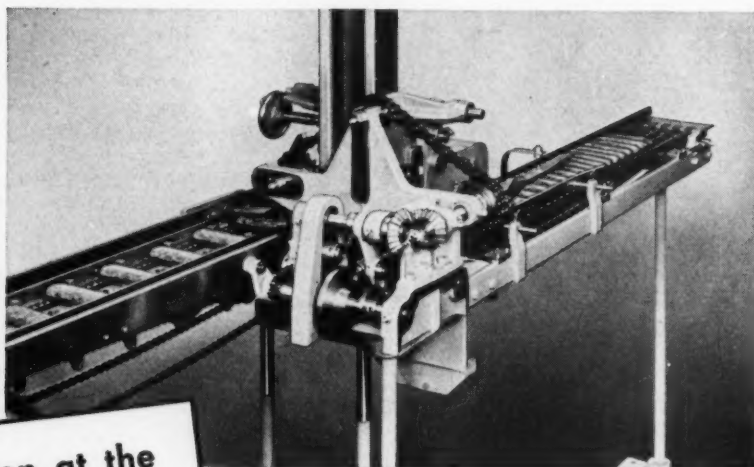
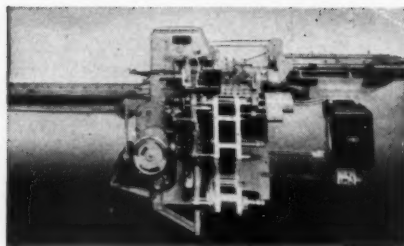


As one of America's leading corn processors, we fully realize our responsibility in the sharing of America's corn supplies with the world. We want to distribute our supply on as equitable a basis as we know how. Won't you drop in at Booth 511 and talk over your problems with our salesman?

AMERICAN MAIZE PRODUCTS CO.

**NEW YORK • CHICAGO • SAN FRANCISCO • BOSTON
ST. PAUL • SALT LAKE CITY • PORTLAND**

Don't fail to see the DF-1 Bar Wrapper with NEW Automatic Feed



In operation at the
**CONFECTIONERY
INDUSTRIES
EXPOSITION**

Hotel Stevens, Chicago
BOOTH 301 JUNE 24-27



Here's an improvement in bar-wrapping machinery which you will want to see when visiting the Show—the new automatic feed for the popular DF-1.

With this device, the feeding of bars is greatly simplified and made easier for the attendant. The girl merely slips bars from the enrober belt onto the belt of the infeed. From then on the operation is entirely automatic . . . The cross conveyor chain with transport fingers, shown in the picture above, gently transfers the bars and deposits them in the pockets of the wrapping machine conveyor.

This automatic feed makes it possible to steadily maintain the DF's speed of 140 bars per minute in continuous operation. Moreover, by shortening the standard conveyor when the automatic feed is installed, an actual saving in floor space is achieved.

Why not make a note to see the DF in operation at the Show?

PACKAGE MACHINERY COMPANY
Springfield 7, Massachusetts

30 Church Street, New York 7 • 111 W. Washington Street, Chicago 2
101 W. Prospect Avenue, Cleveland 15 • 849 Marietta Street, N.W., Atlanta 3
443 S. San Pedro Street, Los Angeles 13 • 18 Dickens Avenue, Toronto 8

PACKAGE MACHINERY COMPANY

Over a Quarter Billion Packages per day are wrapped on our Machines



The Responsibility of the Package in Self-Service Selling

By L. B. STEELE

Manager—Advertising and Promotion
Cellophane Division, E. I. du Pont de Nemours & Company

MR. STEELE, left, discussed this interesting phase of packaging at the recent Packaging Convention in Atlantic City. This timely article is a condensation of his important talk. Manufacturing confectioners will find his analysis of packaging's part in self-service selling of valuable help.

Packaging can only hope to continue to be important by keeping fully abreast of all basic trends and developments in merchandising practices. One such trend is self-service, and it is timely that we examine this trend in order to determine just what opportunities and responsibilities it assigns to packaging.

While impulse buying has been recognized in principle by many, our organization was really a pioneer in measuring its extent. As early as 1934, surveys were started in grocery stores to determine what part of the purchases had been on impulse. Results showed three out of four shoppers had bought one or more products on impulse, and 24 per cent of the total items were bought in this manner. Later similar surveys were run in department stores where impulse purchases were clocked at 42 per cent, and in variety stores where they totaled 51 per cent.

Impulse Buying High

In order to determine what effect the war may have had on impulse buying, our surveys in this direction have been resumed. One such survey recently among 1,300 super market shoppers in seven different cities (Atlanta, Ga., Springfield, Mass., Yonkers, N. Y., Cincinnati, Minneapolis, and San Francisco) showed that 38 per cent of the products bought had been on impulse. In addition 13 per cent of decisions what brand to buy had been made at the time of purchase. Therefore, under strictly self-service operation, impulse buying jumps to very sizeable figures. It has been our experience that most executives in the consumer goods field realized the presence of impulse buying, but did not appreciate its extent.

It can be summarized, that insofar as shopping practices are concerned, they are not static but very fluid, very flexible, and influenced definitely by

factors at the point of sale. These factors may be the recommendation of retail sales people, by store signs, by the package, or by the sight of the product itself. In the absence of the first two, the package or product carries the full burden.

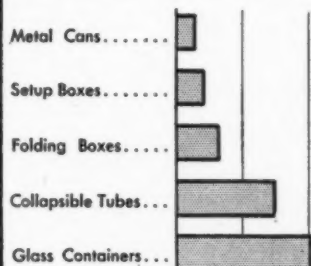
Most people associate the term "self-service" primarily with the food super-market, and we have seen a remarkable development in that direction in the last 15 years. Two bottlenecks in the flow of traffic in the average self-service market were the meat and produce departments. Here the consumer had to wait while the meat was cut and priced or produce

trimmed and packaged. Progressive retail organizations, sensing the need to make those departments self-service like the rest of the store, have been experimenting in that direction. In one test of pre-packaged self-service produce conducted by A. & P. at Columbus, the consumer reaction showed a four to one preference for buying produce in packaged form. Another survey showed 77 per cent preferred self-service meat for reasons such as "convenience, speed, and opportunity to inspect thoroughly before buying."

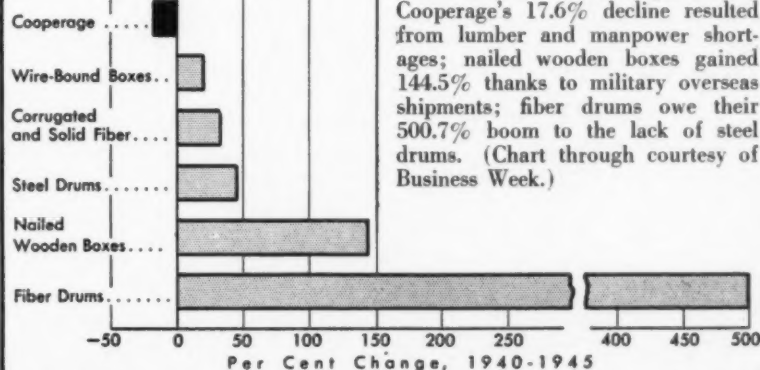
But self-service in the food field is by no means confined to the chain

PACKAGING TAKES STOCK AFTER WAR

CONSUMER CONTAINERS



SHIPPING CONTAINERS



Comparative gains of major types of consumer packages and shipping containers, 1945 over 1940, are shown by government data, available for the last time because of the disappearance of allocations and requirements for reporting usage. Glass containers scored a 102% increase because of their widespread substitution for tin cans. Collapsible tubes increased 75.8%—at a time when few could be had for civilian products—due to military requirements. Cooperage's 17.6% decline resulted from lumber and manpower shortages; nailed wooden boxes gained 144.5% thanks to military overseas shipments; fiber drums owe their 500.7% boom to the lack of steel drums. (Chart through courtesy of Business Week.)

Data: Dept. of Commerce.

© BUSINESS WEEK



YOUNG LADY here helps display glame, a plastic fabric that changes color when different colored lights are played upon it. Shown by Sylvania at the convention it is a shimmering transparent cloth made of regenerated cellulose and offers confectioners many display possibilities.

ENGLISH METAL CONTAINERS shown by Imported Delicacies Co., Inc., New York, at the convention. Decorated and embossed, they simulate wood, porcelain. Insides and bottoms are either gold lacquered or enameled. Retention value for use in home is significantly stressed in design.



store super-market. It is a factor in the smaller independent neighborhood store field. *Progressive Grocer* states in this connection: "Contrary to their early belief, independents are learning that self-service can be adopted just as successfully in country districts as in cities and in small stores as well as large stores." The surveys indicated the increases in profits made by the proper application of self-service have been substantial indeed for thousands of stores.

The secret seems to be in the higher sales per employee. One survey conducted by *Progressive Grocer* showed that in combination stores selling meat and groceries, sales per employee in self-service stores are 32 per cent higher than in regular counter service establishments. In stores selling groceries only and no meat this figure is 43 per cent higher for the self-service store than the service type.

Stores Plan Conversion

In a recent survey conducted by our company among 27 wholesale grocers serving 44,000 stores, it was found that 40 per cent of the stores are on either a complete or semi-

self-service basis now. In addition, 28 per cent of the stores expect to convert to self-service partially or completely in the next two years.

Among variety stores, where surveys showed 51 per cent impulse sales, the W. T. Grant Co. has explored the possibilities of an entire self-service set-up with check-out counters like a super-market. While interrupted by wartime difficulties, this test showed promise.

The post-war planning of store layouts in this variety store field placed great emphasis on maximum display of merchandise and accessibility to the shopper based on experience that this was the way to sell maximum volume. The less time a clerk has to spend in weighing, counting, wrapping, and making change for one customer the sooner she is ready for the next—and the more sales she can make in a day. Pre-packaged products ready for instant purchase are the answer.

Self-service and self-selection are a big factor in the drug store field, too. Here, also, the whole trend in store layout has been to flash before the eye of the shoppers who came in for prescriptions, sodas, or other reasons, the maximum amount of sug-

gestive "pick-up" items to catch the eye and prompt impulse purchase. In the search for these extra sales, the volume builders, we have seen the progressive drug store, chain, and independent reach out into allied fields for products that look like reminder or suggestion sellers. Here again this merchandise ideally has been packaged and displayed ready for instant pick-up when the shopper's decision was made.

Out in Kansas City the Katz Drug Co. even tried out a complete self-service drug store set-up in food super-market style. This didn't prove practical, but they are great believers in open display and find that customers are attracted by good packaging.

In the department store field, open display of appropriate products for self-selection has definitely proved it is valuable as a sales builder and time saver for both customer and clerk.

Open Displays Aid Sales

In a survey we recently conducted among a cross section of department store executives 98 per cent stated open display did increase sales. In the same survey it was found that

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Whether you ship by

• **AIR**



• **RAIL** *or*



• **TRUCK**



**Gaylord
Boxes**

assure **G**REATER PROTECTION

CORRUGATED AND SOLID FIBRE BOXES ●

FOLDING CARTONS ●

KRAFT GROCERY BAGS AND SACKS ●

KRAFT PAPER AND SPECIALTIES ●

GAYLORD CONTAINER CORPORATION

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GIVE YOUR PACKAGES

A *Lift...*

WITH RE-USABLE

**RYNVELD
CHRISTMAS
TIE-ONS**

More "BUY-APPEAL" for your Holiday Candy! More attractive profit margins for dealers! Rynveld's table decorations, baskets, corsages, etc. are **ESPECIALLY DESIGNED** for candy packaging. Many other styles besides those illustrated. **ALL RE-USABLE.** Visit our showroom or write for full information . . . NOW!



Manufactured by

HERMAN RYNVELD'S SON CORP.
NEW YORK, N. Y.

H.V. SCHECHTER SALES ASSOCIATES

Exclusive Sales Representatives to the Confectionery Trade

220 FIFTH AVENUE

NEW YORK 1, N. Y.

Look for Us in Booth 27 at the N. C. A. Convention

86 per cent of the stores believed effective packaging of products displayed influenced customers to serve themselves.

No discussion on self-service would be complete without a reference to vending machines. A substantial—and growing—volume of business in a wide variety of items is going through this channel. These, too, are sales on impulse—sales via self-service. According to latest announcements you will soon be able to buy even a hot dog sandwich, with the emphasis on the "hot," via vending machine.

This rapid panorama of different types of outlets serves to emphasize a number of things important to manufacturers of merchandise:

1. There is a universal planning

among retailers to make a real objective of making *extra* sales to customers who come into the store.

2. This often takes the direction of adding supplementary lines ordinarily sold in other types of stores. The customer once in the store is viewed as a logical prospect for whatever item fancy or need dictates—if that item is on display.

3. A maximum amount of open display is being provided for as the most direct route to this extra volume.

4. Packaged merchandise has been proved to lend itself to open display and self-service.

The widening of lines of goods carried by different classes of stores obviously brings overlapping selling

effort which is bound to intensify competition. On this point Harvey Runner, Business Editor of the New York *Herald Tribune*, stated recently: "Retailers are agreed they face a period in which there will be far more competition than at any previous time in history."

It is also appropriate to refer to a definite consumer desire that is being capitalized on in much of the self-service store planning. That is the preference for "one stop" shopping particularly prevalent with many customers who shop by auto. This is resulting in studies of shopper's extra needs and the stocking of these products by stores who hope to cater to the public with "everything under one roof" policy.

As self-service and self-selection move forward so aggressively, let us see just what requirements this type of merchandising places on the product.

First of all, it must be presented in such a way that the product will be *pick-upable*. Bulk merchandise is out; it must be packaged.

Here are the significant challenges to packaging if it is to do an adequate self-service job:

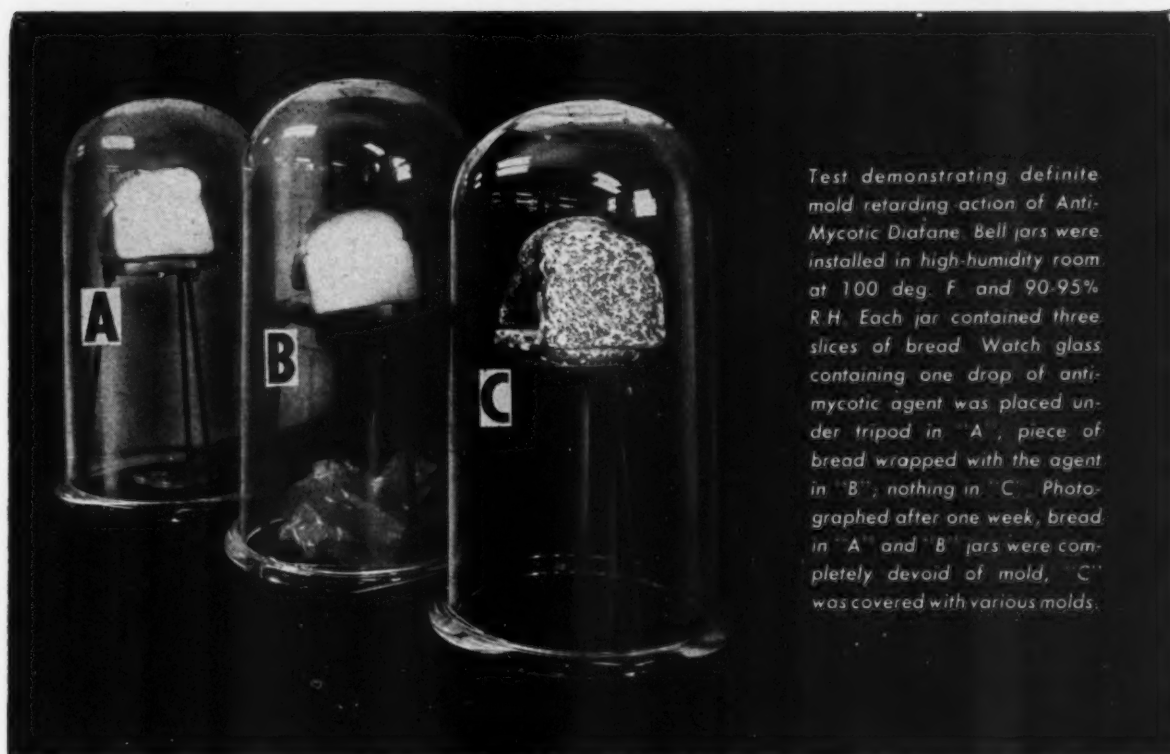
1.—It must compete effectively in the all-important split second to catch a prospective purchaser's eye and hold it. It must be a "shopper stopper" in every sense. Color, design, shape, all are major tools in accomplishing this purpose. How will your particular package compare with the other products in the store (2,800 in the average grocery) with which it must compete for attention? You may wish to check this in some actual stores.

2.—What is it? What size? How much? These are a few of the many things the package must tell quickly and adequately. Informative labeling is picking up its progress, retarded somewhat during the war. Pictures are worth a lot, and the sight of the product answers many questions.

3.—Is it the quality I want? Is the maker reliable? Is it fresh? Is its original quality fully protected? These are some of the unasked questions the average consumer wants to know. The package is depended on to supply the answers. The "quality" product must look like one.

Package Must Look Sanitary

4.—Shoppers—women shoppers especially—are becoming more and more sanitation-conscious as a health protective measure. This is increasingly evident in the attitude



Test demonstrating definite mold retarding action of Anti-Mycotic Diafane. Bell jars were installed in high-humidity room at 100 deg. F. and 90-95% R.H. Each jar contained three slices of bread. Watch glass containing one drop of anti-mycotic agent was placed under tripod in "A"; piece of bread wrapped with the agent in "B"; nothing in "C". Photographed after one week, bread in "A" and "B" jars were completely devoid of mold, "C" was covered with various molds.

ANTI-MYCOTIC *Diafane*

Heavy economic losses are caused by the hundreds of kinds of fungi and molds that affect baked goods, drugs, foods and textiles.

To combat this, the Riegel Laboratories have perfected a method of adding an anti-mold treatment to Riegel's Diafane. Early tests produced the remarkable results shown above, and a number of bakers are now using this new wrap with highly satisfactory results.

The effect of Riegel's Anti-Mycotic Diafane is due to gradual vaporization and does not depend upon actual contact for the results shown. It will

increase the shelf life of many products and reduce returned goods. No flavors are imparted to the product, and even slightly stale odors are arrested before they begin to form so that original freshness is retained for a much longer time.

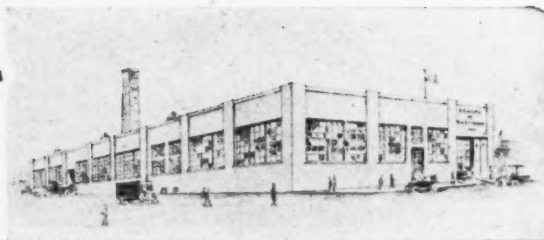
Limited orders are now being solicited for printed Bread-wrap Diafane with the anti-mycotic feature and it will soon be available in all Diafane.

Riegel's Anti-Mycotic Diafane will soon take its place as an outstanding achievement in the speciality paper field. Write now for samples, prices and complete technical information.

RIEGEL PAPER CORPORATION
342 MADISON AVENUE, NEW YORK 17, N. Y.

165

Riegel's Diafane
4 BAKERY TYPES
FOR BREAD • CAKE • PIE • DONUTS



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Chocolate Dividers
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GEORGE H. SWEETNAM, INC.

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Representatives in:
PHILADELPHIA CHICAGO
NEW ORLEANS DETROIT
LOS ANGELES

toward the purchase of food—particularly food for *children*. The publicity given last summer to the statements by public health officials that open display of unprotected food might be a means of spreading infantile paralysis germs is bound to accentuate the shopper's interest in this direction. The package must serve as a guarantee to health protection.

5.—It is important to remember that most people worship convenience in every form. Improved opening devices and reclosures on packages are examples of satisfying the public in this direction.

6.—Millions of American housewives found their wartime dollar didn't go as far when it came to buying food and other commodities. Then, too, the spending of precious ration points made a double check of values necessary. This resulted in a more cautious, more careful screening of values by the shopper. Consequently, the package that looks like "full money's worth" is likely to do a real job in clearing up doubts, producing assurance.

In addition to these consumer factors, there are several factors important from the dealer standpoint. These include the following:

1.—The shrewd retailer knows that fast turnover is one of his principal goals. His past experience concerning which types of packages sell and which don't sell will be drawn on in making his decision whether to stock the packaged product you are offering him. It will be sound judgement to submit your proposed package in dummy form to a jury of competent retailers so that you can have these reactions to correct weaknesses if any exist.

Must Deserve Display

2.—Every retail store has its choice spots—the places where things "go like hot cakes." The aim of your package is to get a position where it will have maximum chance to be seen by shoppers in the store. You or your salesman usually won't be there to pick this spot. The package must so impress the dealer that he just naturally gives it a chance to go to work. A survey among representative stores to determine just where your package is displayed in relation to self-service opportunities and why, might provide valuable data for future use.

3.—The package that answers questions and tells its story quickly means faster handling by clerks. This

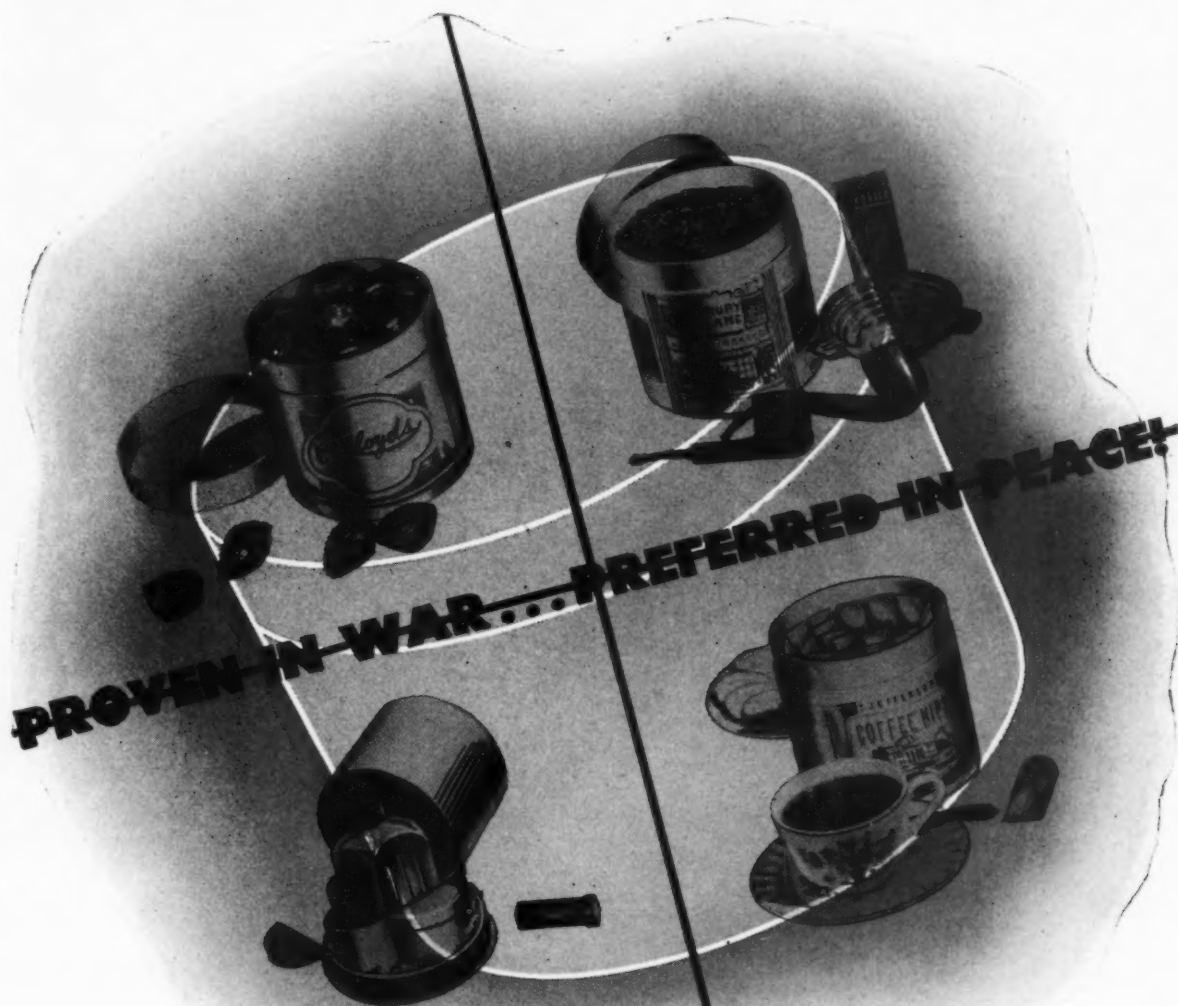
is quite important in the rush hours. How does your present or proposed package check on this point?

4.—Every progressive dealer prides himself on neat displays. Packages that topple over, that won't stack, or that roll around are troublesome and need improvement. Here again retail surveys will show how your product qualifies in this respect.

5.—No matter how good the product is when it leaves your plant, what is its condition when it goes out of the store into the home? This determines the degree of protection needed. Failure to provide the necessary protection means non-salable merchandise, or worse still, a dissatisfied customer and a complaint. Adequate protection at lowest cost is the objective. On the other hand, over-packaging from a functional standpoint is needless expense.

Must Resist Soilage

6.—Dust and handling are constant enemies attacking packages that were clean and attractive when they left the maker's plant. How do they look out in the dealer's stores? For years one of the large drug houses has had damaged samples picked up from stores throughout the country



Another wartime development, by its proven superiority has earned a preferred place in peacetime packaging. Canisters of sturdy paper-board are light, compact and attractive containers for cigarettes, tobacco, cigars, drugs and cosmetics, candy, coffee and food.

Distinctive in appearance, they provide considerable display space for your adver-

tising message. They lend themselves to effective window and counter display, offering a sales aid at a point of purchase.

Non-scratching — they have a special appeal for the housewife, who finds their re-use possibilities attractive.

Let us show you what canisters can do for your product.



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Box Company Inc.

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PRECISION BUILT PAPER BOXES AND PACKAGING MATERIAL

and sent to headquarters to aid in a continuous study of package improvement.

These are a few directions of dealer factors. If you want others, retailers handling your own products can undoubtedly guide you.

In a broader sense the effective package for self-service selling should do two things:

- 1.—It should be an advertisement.
- 2.—It should be a salesman.

Regardless of how much advertising is being done to feature a product (old or new), little of this can function immediately. The urge to

try the product, prompted by the advertisement, must be postponed. This may be an hour, a day, a week or more later. In the meantime, the "law of forgetting" is at work and the flame of the urge dies down, possibly goes out. But when this particular consumer comes into a store where the product is on display, the package becomes a follow-up clincher of the finest type, quickly recreates the urge of the previous advertisement and translates it into action.

We have gone through a period when retail selling efficiency deteriorated. Dr. Alexander of Columbia emphasized this in his recent talk before the A. M. A. Marketing Conference. This was due to many things: regular salespeople going to war or war plant jobs, little time to train new comers in the knowledge of the merchandise, the scarcity of goods with a result that "anything sold without effort." As Dr. Alexander pointed out, this is a real challenge to manufacturers to set up educational programs to improve the condition as soon as possible, to correct mistakes and false claims that are bound to arise due to inadequate knowledge on the part of clerks. An effective package will help solve this difficulty. It will provide the information the customer wants to know

and it will also help educate the clerks. In the completely self-service store, of course, the package is on its own and either qualifies as a salesman or doesn't. The answer will be in the cash register.

To sum up, the directions we believe significant are:

- 1.—The average consumer is potentially a prospect at all times for the sale of products that he or she needs or can be impelled to desire.
- 2.—The progressive retailers of all classes realize that much of Mr. and Mrs. Customer's buying is done through impulse—by eye, by actual handling.
- 3.—As a result, store layouts are being designed to permit maximum display and maximum opportunity for self-selection and self-service.
- 4.—Packaging has an opportunity to fit into this self-service program by adequately supplying the factors that are important to consumer and dealer—to become an advertisement and a salesman. This is the responsibility of the package.

Will your package measure up? You will want the answer in advance if possible. I recommend that you seek it by surveys in the stores—from the dealers and from the buying public.



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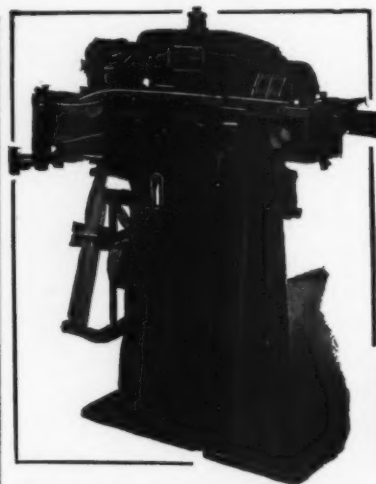
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The satisfaction of KNOWING that their wrapping machines will give EFFICIENT, UNINTERRUPTED SERVICE AT ALL TIMES is just one reason why candy manufacturers the world over prefer IDEAL Equipment. These machines, suitable for both large and small manufacturers, are fast, always de-

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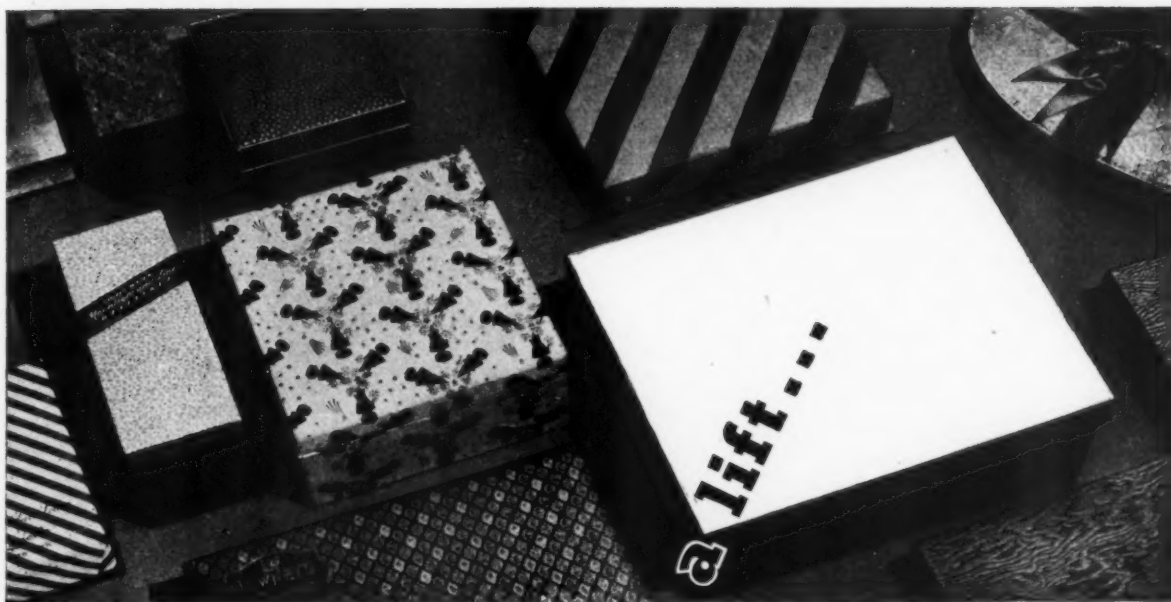
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Write For Complete Specifications and Prices

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Milwaukee Candy Buying Habits Revealed By Consumer Survey

A total of 173,985 families, or 76 per cent of all families in Greater Milwaukee, are buying boxed chocolates or bonbons in 1946. More men but fewer women and children are buying candy bars. And first-choice brands of all candy bar buyers came from a smaller selection of preferred bars than did those of 1945.

These candy-buying facts are revealed in the 23rd annual *Milwaukee Journal Consumer Analysis* for 1946. Based on 7,000 returned confidential questionnaires, the survey represents more than a 3 per cent cross section of the family population of the Greater Milwaukee area. (Experience has shown that additional coverage after 3 per cent does not materially change results.)

Other survey findings follow:

1.—The largest percentage of families in any single income group who buy boxed chocolates or bonbons, 77.8 per cent, represents the highest income group. Buyers by income groups are shown in Table I.

TABLE I
Purchasers of Boxed Chocolates, Bonbons by Income Groups

Rent	Per Cent	Number
\$50 and up.....	77.8%	55,977
\$40 to \$50.....	75.0	44,813
\$30 to \$40.....	75.8	47,546
Under \$30.....	74.2	25,649

Findings on "Do you buy boxed chocolates or bonbons" are given in Table II.

2.—In 1946, women and children in 200,082 families, or 87.4 per cent of all families, are buying candy bars. In 1945, the number was 203,

270 families, and the percentage was 89.3.

3.—In 1946, 65 brands of candy bars are indicated as housewives' first choice and 81 brands as second choice. This compares with 68 first choice and 90 second choice brands in 1945.

4.—In 1946, 166,430 "husbands or men of the house," are candy bar buyers, as compared with 160,932 in 1945. The 72.7 per cent total is a 2 per cent increase in men buyers over 1945's 70.7 per cent.

5.—Men chose 61 brands of candy bars as first choice selections in 1946

TABLE II
Purchasers of Boxed Chocolates, Bonbons

Of All Families		
Yes.....	Per Cent	Number
Yes.....	76.0%	173,985
No.....	24.0	54,942

and 73 brands as second choice. This compares with 65 and 72 brands, respectively, in 1945.

6.—Hershey bars are ranked first choice by housewives in 124,651 families, or 62.3 per cent. Milky Way bars received second choice by 30,412 families, or 15.2 per cent.

Findings among women and children on "Do you or your children buy candy bars?" are shown in Table III. Table IV shows buyers among women and children by income groups.

TABLE III
Purchasers of Candy Bars (Women and Children)

Of All Families		
1946.....	Per Cent	Number
1946.....	87.4%	200,082
1945.....	89.3	203,270

Nonpurchasers (Women and Children)		
1946.....	Per Cent	Number
1946.....	12.6%	28,845
1945.....	10.7	24,356

TABLE IV
Candy Bar Buyers (Women and Children) by Income Groups

Rent	Per Cent	Number
\$50 and up.....	85.0%	61,101
\$40 to \$50.....	86.3	51,564
\$30 to \$40.....	88.7	55,638
Under \$30.....	92.0	31,779

7.—Hershey bars are given first choice by 88,874 men, or 53.4 per cent of all men who buy candy bars. In 1945, 81,914 men, or 50.9 per

CANDY BARS (Men)

Consumer Preference for Leading Brands in Greater Milwaukee

Brand	FIRST CHOICE		SECOND CHOICE	
	Per Cent	Number	Per Cent	Number
Hershey.....	53.4%	88,874	15.8%	26,296
Ziegler's Giant Bar.....	8.7	14,479	14.1	23,467
Oh Henry.....	7.5	12,482	10.3	17,142
Milky Way.....	6.9	11,484	12.1	20,138
Mars.....	5.5	9,154	10.8	17,974
Baby Ruth.....	4.0	6,657	7.1	11,817
Mounds.....	2.8	4,660	4.5	7,489
Chicken Dinner.....	1.3	2,164	2.7	4,494
Clark's.....	1.3	2,164	3.1	5,159
Denver Sandwich.....	1.0	1,664	1.9	3,162
Nestle's.....	...	...	2.2	3,661
Brach's.....	...	...	1.9	3,162
Butterfinger.....	...	...	1.6	2,663
Heath's.....	...	...	1.1	1,831
*Dr. I. Q.....	...	...	1.0	1,664
*Ambrosia.....	...	...	1.0	1,664
*Whis.....	...	...	1.0	1,664
*Miscellaneous.....	8.2	13,647	8.2	13,647

*Used by less than 1 per cent in previous years and therefore included under "Miscellaneous" in those years.
†Includes all brands used by less than 1 per cent (1946—1ST CHOICE—81 brands; 2ND CHOICE—59 brands; 1945—1ST CHOICE—55 brands; 2ND CHOICE—57 brands)

CANDY BARS (Women and Children)

Consumer Preference for Leading Brands in Greater Milwaukee

Brand	FIRST CHOICE		SECOND CHOICE	
	Per Cent	Number	Per Cent	Number
Hershey.....	62.3%	124,651	15.0%	30,012
Ziegler's Giant Bar.....	7.4	14,806	13.4	26,811
Milky Way.....	6.8	13,606	15.2	30,412
Mars.....	5.1	10,204	10.6	21,309
Oh Henry.....	4.0	8,003	8.5	17,007
Baby Ruth.....	3.1	6,203	7.5	15,006
Mounds.....	2.5	5,002	5.1	10,204
Clark's.....	1.0	2,001	2.4	4,802
Brach's.....	1.0	2,001	2.1	4,202
Nestle's.....	...	...	2.6	5,202
Chicken Dinner.....	1.0	2,033	2.2	4,402
Butterfinger.....	...	...	2.2	4,402
Heath.....	1.0	2,033	1.8	3,601
Denver Sandwich.....	1.0	2,033	1.5	3,001
*Dr. I. Q.....	...	...	1.1	2,201
*Miscellaneous.....	8.3	16,607	9.6	19,208

*Used by less than 1 per cent in previous years and therefore included under "Miscellaneous" in those years.
†Includes all brands used by less than 1 per cent (1946—1st choice—81 brands; 2nd choice—59 brands; 1945—1st choice—55 brands; 2nd choice—74 brands)



WHEN AN ADHESIVE MUST

Resist Dew!

RELY on National...with its wide knowledge of unusual adhesive uses...to provide protection against any form of moisture.

Do you need a moisture resistant adhesive . . . to protect quick-freeze packages against dew-formation . . . to protect bathroom packages against shower condensate . . . to protect potato bags against excessive moisture caused by freight car humidity . . . to prevent mildew during prolonged damp, dark storage?

Or is your problem more complex? Do you need a moisture resistant adhesive film . . . that supplies *breather action* to permit asphalt to be packaged and sealed while still steaming hot . . . that supplies a

moisture vapor barrier to retain the freshness of various types of foods . . . that supplies *water barrier action* to prevent rain from causing ripples or cockles in heavy cardboard advertising displays?

Remember, moisture resistance is only one of many factors that control a successful adhesive formula. Of course, shop use must also be studied carefully. Shipping methods must be known. Consumer preferences must be analyzed. They have a direct bearing on final—and repeat sales!

You can rely on National . . . with its knowledge of every type of adhesive formula and use . . . to give careful attention to every factor of your adhesive problem. Your inquiry is invited — NOW!

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National
ADHESIVES



EVERY TYPE OF ADHESIVE FOR EVERY INDUSTRIAL USE

for June, 1946

page 99

cent gave Hershey bars first choice. These bars also lead for second choice among men. In 1946, they are second choice of 26,296 men, or 15.8 per cent. In 1945, Hershey's were second choice of 25,910 men, or 16.1 per cent. Male purchasers and non-purchasers of candy bars are shown in Table V. Purchases by income groups are shown in Table VI.

TABLE V

(Purchasers (Men) of Candy Bars

	Men	
	Per Cent	Number
1946	72.7%	166,430
1945	70.7	160,932
Nonpurchasers (Men)		
1946	27.3%	62,497
1945	29.3	66,694

TABLE VI

Candy Bar Buyers (Men) by Income Groups

Rent	Per Cent	Number
\$50 and up	70.5%	50,678
\$40 to \$50	70.3	42,004
\$30 to \$40	74.5	46,731
Under \$30	78.1	27,017

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Trade Marks

(Continued from page 83)

113. Ferdinand Dalo, Sr., d. b. a. F. Dalo, Sharon, Pa. For candy. **R. S. V. P.** Ser. No. 479,941. Robert A. Johnston Co., Milwaukee. For candy.

Boulevard and silhouette of horse and carriage. Ser. No. 467,445. Boulevard Candy Co., Chicago. For candies.

Global and representation of globe. Ser. No. 477,167. Rockwood & Co., Brooklyn. For confection pieces—namely chocolate candy.

Mark consists of picture of an elf carrying a bag. Ser. No. 478,870. Leonard Gordon, doing business as Grocers Packing Co., Los Angeles. For nut meats, candy, etc.

Hats Off. Ser. No. 481,064. Gold Medal Candy Co., Brooklyn. For candy.

Mason's Malobar. Ser. No. 460,119. Mason, Au. & Magenheimer Conf. Mfg. Co., Brooklyn., assignor to Mason, Au & Magenheimer Confectionery Mfg. Co., Brooklyn. For candies.

Olmy's. Ser. No. 477,576. Horatio C. Olmstead, doing business as Olmy's Kandy Kitchen, Washington, D. C. For candy.

Rugged West Chocolates. Ser. No. 478,380. Glade Candy Co., Inc., Salt Lake City. For chocolates.

Little Charlie and picture of fox. Ser. No. 483,012. J. Blau van Urk, d. b. a. van Urk Foods, New York. For canned vegetables, canned fish and candy.

Kelco. Ser. No. 462,315. Kelco Company, San Diego, Calif. For algin product sold direct in milk to manufacturers and to jobbers for resale to manufacturers for use as a hydrophilic colloid pos-

sessing stabilizing, thickening, suspending, emulsifying, gel-forming and water holding properties in ice cream, iced milk, sherbets, water ices, chocolate milk, confectioneries such as candy jellies, fruit jellies.

The King of the Chocolates, representation of a crown with "La Fond" printed thereon, and men and women carrying bundles. Ser. No. 479,519. Lafond Chocolatier, New York. For candy.

Texoma. Ser. No. 480,354. Jack O. Thomas, doing business as Thomas Candy Co., Denison, Tex. For candy.

Torrid Zone Vanilla. Ser. No. 479,485. Mars, Incorporated, Chicago. For candy bars.

Good Neighbor printed over map of North and South America. Ser. No. 479,140. Pan-American Candy Co., Ashley, Ill. For candy.

Betty Jane. Ser. No. 479,269. George Ziegler Co., Milwaukee. For chocolate candy.

Calgum. Ser. No. 469,467. Charles C. Gilkey, doing business as The Calgum Co., Topeka, Kans. For chewing gum containing calcium.

Clorly. Ser. No. 479,766. Beech-Nut Packing Co., Canajoharie, N. Y. For chewing gum.

Chief Amchu. Ser. No. 479,219. American Chewing Products Corp., Newark, N. J. For chewing gum.

"Skookie". Ser. No. 471,760. Sisco-Hamilton Co., Chicago. For candy.

K-C-K. Ser. No. 469,476. Pophitt Cereal Co., Minneapolis. For candied popcorn.

Shotwell's Tree-Eats. Ser. No. 469,973. The Shotwell Mfg. Co., Chicago. For candy.

Your Product Looks Better . . . Sells Faster

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Mill: Central Falls, R. I.

SUPPLY FIELD NEWS

• **Package Machinery Co.**, Springfield, Mass., announces that through the Fred Todt Co., its Pacific Coast representative, it has now established a new San Francisco office at 320 Market St., in addition to its Los Angeles office.

• **Sylvania Industrial Corp.** and **American Viscose Corp.** have approved a proposal for merger of the two firms. Proposed transaction will not entail any change in Sylvania Industrial's current customer relationships, the firm reports.

• **Riegel Paper Corp.**, New York, announces appointment of A. P. Mitchell as general sales manager. Mr. Mitchell, who was corporation secretary, joined the firm in 1923 as a clerk in the order department. All present officers of the firm were re-elected at a recent board meeting.

• **Lynch Package Machinery Corp.**, Defiance, Ohio, will have two wrapping machines in operation at the 20th Annual Confectionery Industries Exposition, Chicago, June 24-27. Firm members who will attend are: T. C. Werbe, Sr., chairman of the board; M. H. Pendergast, president and general manager; T. C. Werbe, Jr., vice-president in charge of sales; John A. Wagner, advertising counsel; O. Sandberg, chief engineer; J. McCarthy, vice-president in charge of manufacture; R. Rusher and W. Freeman, engineers; O. E. Bowers and F. G. Lenhart, service engineers.

• **Reynolds Metals Co.** has named V. W. Moody, Jr., as assistant to G. S. Nagle, assistant vice-president in charge of manufacturing, foil division, says J. Louis Reynolds, vice-president of the firm.

• **Milprint, Inc.**, Milwaukee, will have the following representatives at the 20th Annual Confectionery Industries Exposition, Chicago: Billy Heller and Roy E. Hanson, vice-presidents; Bert Hefter, assistant general sales manager; Shy Rosen, eastern manager; L. R. Zimmerman, Chicago manager; Howard W. Schmidt, advertising and promotion. Also, Jim Hopkins, Bob Long, Jerry Tetzlaff, Bill Ewig, Harry Jones, Hugo Heller, Jr., Cliff Williams, John J. Seveck, Jr., Sam Greenblatt.

• **Monsanto Chemical Co.**, St. Louis, has appointed Edwin L. Hobson to the sales staff of its plastics division; F. A. Abbiati, general manager of sales says.

• **Package Machinery Co.**, Springfield, Mass., will have the following representatives at the 20th Annual Confectionery Industries Exposition, Chicago: George A. Mohlman, Roger L. Putnam, Tom Miller, C. R. Strehlau, J. R. Tindal, N. Lyon, T. Cornock from Springfield, Mass.; F. Todt from California, M. N. Allen, T. A. Mohlman, W. Kerber from Chicago, F. M. Taylor from Cleveland, E. A. Hjelm from Atlanta, E. G. Westervelt, H. Moseale, J. J. Kelly from New York.

• **Gerard B. Cloren**, manager of the advertising and sales promotion department of National Starch Products, Inc., New York, died recently. Mr. Cloran was 38 and had been with the firm for 13 years.



Ribbons by Taffel

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• **E. I. du Pont de Nemours & Co., Inc.**, Wilmington, Del., announces retirement of Jasper E. Crane as a vice president and member of the executive committee. Dr. Crawford H. Greenewalt succeeds him. Walter J. Beadle succeeds retiring James B. Eliason as a vice-president and treasurer. T. C. Davis succeeds Mr. Beadle as first assistant treasurer. Mr. Crane and Mr. Eliason will continue as directors. Mr. Eliason will also retain membership on the finance committee.

• **National Starch Products, Inc.**, New York, announces election of Donald D. Pascal as vice-president. Mr. Pascal was manager of the firm's mid-western division and joined the original National Adhesives organization 16 years ago.

• **Monsanto Chemical Co.**, St. Louis, will grant academic year leaves for its industrial scientists at full salary, Dr. Carroll A. Hochwalt, director of central research, says. The scientists will be permitted to attend universities of their choice, for refresher courses and original research.

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MulCahy Receives U. S. Award

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J. F. MulCahy

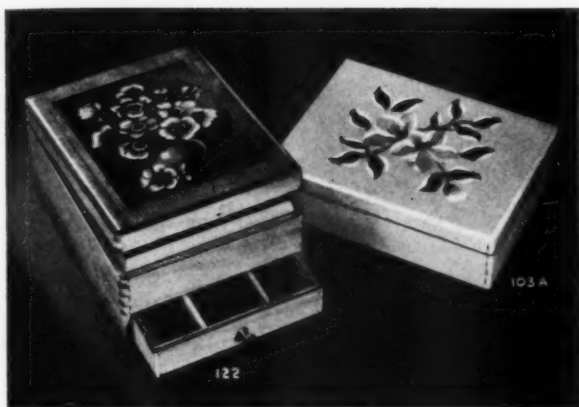
awarded the Exceptional Service Decoration for his "initiative and active leadership" as former chairman and director of the War Department's Civilian Awards Board. James D. Cook, deputy administrative assistant, made the award as personal representative of Secretary of War Patterson. In making the presentation, Mr. Cook stated: "Mr. MulCahy was appointed director of the Civilian Employees' Suggestion and Emblem Awards Program for the War Department in November, 1944, when these programs were still fledgling activities. He gave unsparingly of his time and efforts to coordinate successfully the operations of more than 1,500 local suggestion committees, and as a result the suggestion program realized total estimated savings of nearly \$150,000,000 during its two years of wartime operation. The civilian emblem program has proved extremely valuable in stimulating employees' interests in their jobs and improving morale by providing a means for individual recognition."

Also credited to Mr. MulCahy is establishment of an inter-agency agreement between the War Department and the War Production Board. The plan enabled the War Department to become fully informed on industry's latest manufacturing developments and also made available to all industry valuable production ideas suggested by the War Department. For his achievement, Mr. MulCahy received the WPB citation of individual production merit.

• **General Foods Corp.**, Minneapolis, plans expenditure of over \$17,000,000 for plant construction, modernization and equipment, its annual report reveals. Sales in 1945 of \$307,084,711 reached a new record-high level 3 1/2 per cent above the 1944 total of \$296,518,989. Clarence Francis, chairman reports. Net profit was \$13,143,763 as against \$12,597,205 in 1944. This was equivalent to \$2.36 a share compared with \$2.14 a share in 1944 on 5,575,463 common shares outstanding at the end of each year.

• **Stein, Hall & Co., Inc.**, New York, has promoted E. M. Clevan and D. H. Lipman to be assistant managers of its Madison Ave. branch, New York.

• **A. E. Staley Manufacturing Co.**, Decatur, Ill., announces a share for share dividend on common stock. The additional 423,253 shares will be issued July 1 to holders of record June 20. In addition the directors have declared a 50 per cent quarterly dividend on present common shares payable June 5 to holders of record May 25 and a 94 per cent quarterly on preferred stock.



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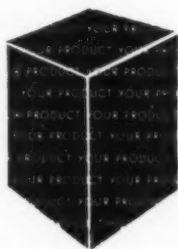
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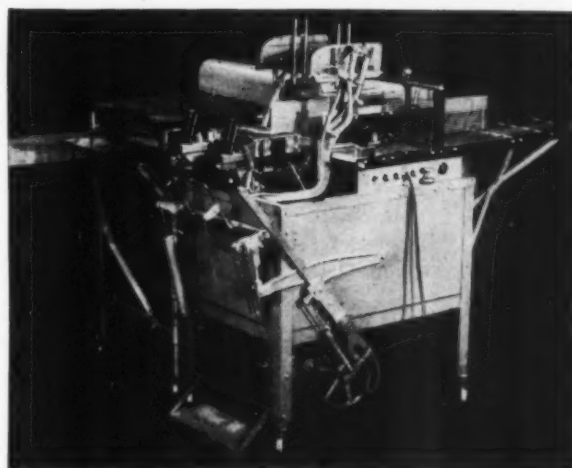
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*See the Miller Model MPS Wrapping Machine demonstrated at Booth No. 310 Confectioners Industries Exposition, Stevens Hotel, Chicago, June 24th to 27th. There will also be many other interesting machines in the Miller Exhibit.

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- The Associated Retail Confectioners', National Convention, Drake Hotel, Chicago, June 5-7.
- National Industrial Advertisers Association, Convention, Hotel Claridge, Atlantic City, N. J., June 20-22.
- National Confectioners' Association, Annual Convention and Exposition, Stevens Hotel, Chicago, June 24-27.
- Boston Confectionery Salesmen's Club, convention, Mayflower Hotel, Manomet Point, Plymouth, Mass., June 28-30.
- National Confectionery Salesmen's Association, Victory Convention, Hotel Statler, Buffalo, N. Y., July 9-11.
- National Safety Congress and Exposition, Stevens Hotel, Chicago, October 7-11.
- Direct Mail Advertising Association, annual convention, Chicago, Oct. 17-18.
- The National Chemical Exposition, Chicago Coliseum, Chicago, September 10-14. Semi-annual meeting September 9-13.



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- 2—**Glue and Gelatine**
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- 3—**Food Manufacturing**
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- 4—**Glycerine**
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- 5—**Handbook for Chemical Patents**
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By Klare S. Markley and Warren H. Goss\$3.50
- 10—**Spice Handbook, The**
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Terr.: Calif., Reno, Nev., Hawaiian Islands

JOHN T. BOND & SON

6587 S. Wilton Place—Phone: Federal 6028
LOS ANGELES, CALIF.
Territory Pacific Coast
Our 25th Year in Candy and Food Field

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Terr.: S. Calif., Ariz., N. Mex., W. Tex.,
Offices: L.A., Phoenix, Tucson, El Paso,
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Confectionery Mfr's. Agents. Established
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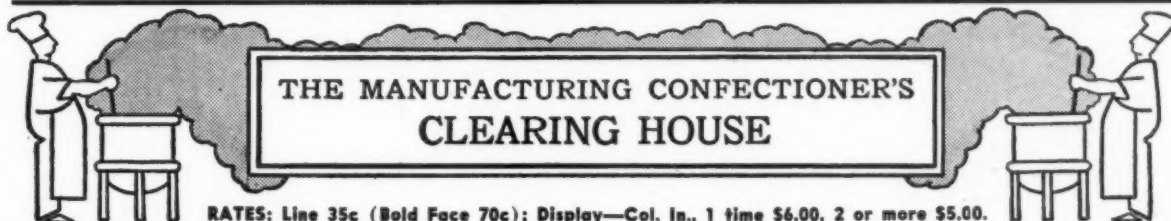
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THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE

RATES: Line 35c (Bold Face 70c); Display—Col. In., 1 time \$6.00, 2 or more \$5.00.

MACHINERY WANTED

Urgently Wanted: Retail Confectioner needs, Candy Pulling Machine Capacity 25 to 50 pound batches, Three foot Dayton or Ball Cream Beater direct drive, Freind Hand Roll Machine with assorted dies, York Batch Roller, Steel Water Cooled Slab, 50 to 100#, capacity Marshmallow Beater, Two small jacketed copper kettles, other miscellaneous equipment suitable small retail factory. Will pay cash FOB owner's establishment. What have you? Address F-6463, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

Wanted. Bramley machines, 38" diameter. Address inquiries to Comet Candies, 234 Chestnut St., Brooklyn 8, N. Y.

Wanted—24 inch Kotten depositor. Address F-64610, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

Ideal Caramel Wrapping Machine to wrap 3/4"x3/4"x3/4"—either senior model or high speed special model. Also Package Machinery model 22-B. Address F-6464, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

WANTED YOUR IDLE MACHINERY WILL BUY FROM SINGLE ITEMS TO COMPLETE PLANTS

URGENTLY WANTED: Copper Coating Pans and Vacuum Pans; Tablet Machines; Dryers and Mixers; Jacketed Copper and Aluminum Kettles. Describe fully and quote prices.





THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE

RATES: Line 35c (Bold Face 70c); Display—Col. In., 1 time \$6.00, 2 or more \$5.00.



MACHINERY WANTED (Contd.)

Want to buy chocolate equipment. 3 roller steel refiner, "Lehmann". A Hobart mixer, 80 quarts. Schultz - O'Neill Sugar Pulverizer and chocolate molds. Will pay cash. Address F-6465, c/o **The Manufacturing Confectioner**, 400 W. Madison St., Chicago 6, Ill.

MACHINERY FOR SALE

Immediate delivery. New steel vat John Werner 150 pound Marshmallow Beater. Clutch pulley drive included. Address F-6467 c/o **The Manufacturing Confectioner**, 400 W. Madison St., Chicago 6, Ill.

One 24 inch Chocolate Spraying Co. Decorator for candy enrober. Price \$200.00. Apply Robert A. Johnston Company, 4023 W. National Avenue, Milwaukee 1, Wisconsin.

Two Werner Syrup Coolers. All copper with Jacolucci cream beaters. In excellent condition. Price on request. **FREDERICK W. HUBER, INC.**, 268 W. Broadway, New York 13, N. Y.

New improved National Automatic Decorator for 24" Enrober or Coater with three extra belts. Thermostatically controlled automatic operation. Still in original crate, never been used: \$850.00 f.o.b. Atlanta, Ga. Write **NORRIS, Inc.**, Box 2208, Atlanta 1, Ga.

Junior Enrober, complete, also National Equipment Company 300# Chocolate Mixing Kettle for sale. Address Treasure Island Food Products, 1793 West 12th Street, Oakland, Cal.

POSITIONS WANTED

All around candymaker would like position in retail or small wholesale candy plant. Address F-6468, c/o **The Manufacturing Confectioner**, 400 W. Madison St., Chicago 6, Ill.

HELP WANTED

CALIFORNIA RETAILER offers two outstanding, quality candymakers exceptional opportunities: **RETAIL** candymaker, minimum 10 years quality experience. **HARD CANDY** man who enjoys perfection. **FACTORY** modern, working conditions ideal. Reply giving age, detailed experience, salary expected, etc. Replies confidential. Address F-6461, c/o **The Manufacturing Confectioner**, 400 W. Madison St., Chicago 6, Ill.

Foreman—Practical Candy Maker for plant in Atlanta, Ga., specializing on bulk candy for 5 and 10c stores. Annual production now approximates 2½ million pounds. Good opportunity for right man knowing formulas, equipment and production methods for peanut items, hard candies, fudges, coconut, nougats, kisses and iced goods. Write full details of experience, age and salary expected. All correspondence strictly confidential. Address E-5467, c/o **The Manufacturing Confectioner**, 400 W. Madison St., Chicago 6, Ill.

Wanted—engineer or practical man familiar with the design of candy-making machinery and equipment such as depositors, chocolate coaters, cooling tunnels, and conveyors. One with air conditioning and refrigerating experience preferred. Opportunity to grow with progressive concern. Call Boulevard 4300 or write to Economy Equipment Co., 919 W. 49th Pl., Chicago 9, Ill.

Wanted: Candymaker specializing in fine creams, nougats, jellies, marshmallows, related soft goods. Some knowledge hard goods desirable but not necessary. Retail store with one outlet at present. Plan expansion when controls relaxed. Excellent opportunity for qualified craftsman. Address F-6462, **The Manufacturing Confectioner**, 400 W. Madison St., Chicago 6, Ill.

HELP WANTED (Contd.)

POSITIONS VACANT—CHEMIST, CANDY, TO ORGANIZE A LABORATORY, CONTROL COSTS AND TRY TO DEVELOP PRODUCTS WITH CONSUMER APPEAL. A SUCCESSFUL MEDIUM SIZED COMPANY IN THE CHICAGO AREA OFFERS AN OPPORTUNITY TO AN INGENIOUS, ENERGETIC GRADUATE TWENTY-FIVE TO THIRTY-FIVE. WRITE FULLY EDUCATION, TYPES OF CANDY ON WHICH YOU ARE EXPERIENCED AND PRESENT SALARY. Address F-64611, c/o **The Manufacturing Confectioner**, 400 W. Madison St., Chicago 6, Ill.

Wanted-Superintendent. A splendid opportunity for man with full knowledge of retail candy making to take full charge of production for reliable and established retail organization manufacturing in several cities. Good salary. In reply please state full particulars, including experience, previous employment, age, marital status. All correspondence treated confidentially. Address E-5465, c/o **The Manufacturing Confectioner**, 400 W. Madison St., Chicago 6, Ill.

SALES LINES WANTED

Candy and Allied Lines—After 16 years with Luden's, Inc., have resigned and entered brokerage business. Interested in candy and allied lines for Florida, Georgia, Alabama. T. H. Hubert, c/o Hubert Brokerage Co., P. O. Box 149, Atlanta 1, Ga.

Manufacturers' honest, efficient representation. Confections and kindred lines. Tennessee and Kentucky. Twenty-five years experience. J. Taylor Goodwin, P. O. Box 201, Chattanooga 1, Tenn.



THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE

RATES: Line 35c (Bold Face 70c); Display—Col. In., 1 time \$6.00, 2 or more \$5.00.

SALES LINES WANTED (Contd.)

MANUFACTURERS

Are you looking for salesmen to represent you for the coming year? We can put you in touch with experienced men covering practically all the United States. Correspondence invited.

Western Confectionery Salesmen's Association.
Walter Rau, Sec'y-Treas.
36 E. Highland Ave.
Villa Park, Ill.

PLANTS WANTED

Wanted — Manufacturing candy business with equipment in or near Chicago. Sugar quota optional. Address E-5464, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

PLANTS WANTED (Contd.)

Wanted to buy established candy factory complete with equipment, ration quotas, etc., Chicago area only. Write full details. Address F-6469, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

MISCELLANEOUS

We offer \$15.00 for a copy of Matthew Berman's "The How and Why of Candy Making". Address C-3468, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

We manufacture artificial **Flowers**
And flower **Plaques**

Special prices for quantity orders
Samples on request

MIYA FLOWER & NOVELTY CO.
37-39 E. 28th St. New York 16, N.Y.
Est. 1936

MISCELLANEOUS (Contd.)

WE BUY & SELL

ODD LOTS • OVER RUNS • SURPLUS

"Cellophane"
BAGS

SHEETS • ROLLS • SHREDDINGS
Cellophane rolls in cutter boxes 100 ft. or more

ALSO MADE OF OTHER CELLULOSE FILM

Wax - Glassine Bags, Sheets & Rolls

Tying Ribbons—All
Colors & Widths

Scotch Tape
Clear & Colors

Diamond "Cellophane" Products

Harry L. Diamond Robert I. Brown
"At Your Service"
2902 So. Michigan Ave., Chicago 16, Ill.

USE M. C. CLASSIFIED ADVERTISING to Sell or Buy Used Equipment.

• **Wholesale Confectioners Industry** of Metropolitan Philadelphia has approved proposed trade practice rules and forwarded them to the Federal Trade Commission for consideration. Unfair trade practices as listed in Group I of the proposed rules include: (1) use of loss leaders, (2) selling below cost, (3) defamation of competitors or disparagement of their products, (4) commercial bribery, (5) false and misleading price quotations, etc., (6) false invoicing, (7) coercing purchase of one product as a prerequisite to purchase of other products, (8) general misrepresentation, (9) unfair threats of infringement suits, (10) imitation or simulation of trade marks, trade names, etc., (11) misrepresentation as to character of business, (12) inducing breach of contract, (13) consignment distribution, (14) inadequate supply of advertised merchandise, (15) deception through failure to differentiate between wholesale and retail transactions, (16) misuse of word "free," (17) use of lottery schemes, (18) combination of coercion to fix prices, suppress competition, or restrain trade, (19) discrimination, (20) discriminatory returns. In Group II, Rule A disapproves giving of samples except in specific necessary circumstances. Rule B condemns return of merchandise for credit or refund without just cause. Rule C approves arbitration for settlement of industry disputes.

• **James B. Long & Company**, Chicago flavor firm, has moved to a new location at 4642 N. Ravenswood Avenue, Chicago 40. The firm's new telephone number is Longbeach 7777.

• **Flavoring Extract Manufacturers' Association** of the United States met at the Drake Hotel, Chi-

cago, on June 2, 3, 4, in their 37th annual convention. Among the subjects discussed at this meeting were: "Is Reconversion Over?", Dr. Leverett S. Lyon, Chief Exec. Officer, Chicago Ass'n of Commerce; "Glass and Closures" by C. L. Lightfoot, Anchor Hocking Glass Co.; "Corn Materials in Flavoring Extracts", John M. Krno, Dir., Technical Sales Service, Corn Products Sales Co.; "The Sugar Situation" by Hoyt C. Bonner, Vice President, Lamborn & Co., "Nordihydroguaiaretic Acid (N. D. G. A. Antioxidant) in Prevention of Oxidative Changes in Flavors" by Aladar Fonyo, Chemical Engineer, Wm. J. Stange Co.; "Report of the Scientific Research Committee" by Dr. Alexander Katz, Chairman; "The Vanilla Bean Situation" by Francis T. Dodge, President, Vanilla Bean Association; "Availability of Essential Oils", Wm. Schilling, Jr., President Essential Oil Association. A bingo party was held on Monday afternoon and a banquet in the evening. A luncheon with bridge (with prizes) for the ladies featured Tuesday's entertainment while a golf tournament at the Evanston, Ill., Golf Club highlighting activities for the men.

• **Stanley David Taffel**, four-year-old son of George and Elaine Taffel, funeral services were held recently at Park West Memorial Chapel, Far Rockaway, Long Island, N. Y. George Taffel, the child's father is president of Taffel Brothers, Inc., New York.

• **Import controls on cassia**, cassia buds, and cassia vera, ground and unground, are removed, effective April 8, the U. S. Department of Agriculture reported recently.



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AND HARD CANDIES

GOOD IN TASTE!

Genuine coffee — the same skillfully blended brew so loved by America — processed from choicest beans in spotless laboratories, expressly for confectioners. No artificial flavor, color or synthetic ingredients. Just the pure coffee in its fullest flavor, with none of the waste.

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FOOD LABORATORIES, INC.

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EMULSIONS
CONCENTRATED FRUIT
FLAVORS
HARD CANDY FLAVORS
TRUE FRUIT EXTRACTS
VANILLA COMPOUNDS

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CONFECTIONERS' STARCHES**

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